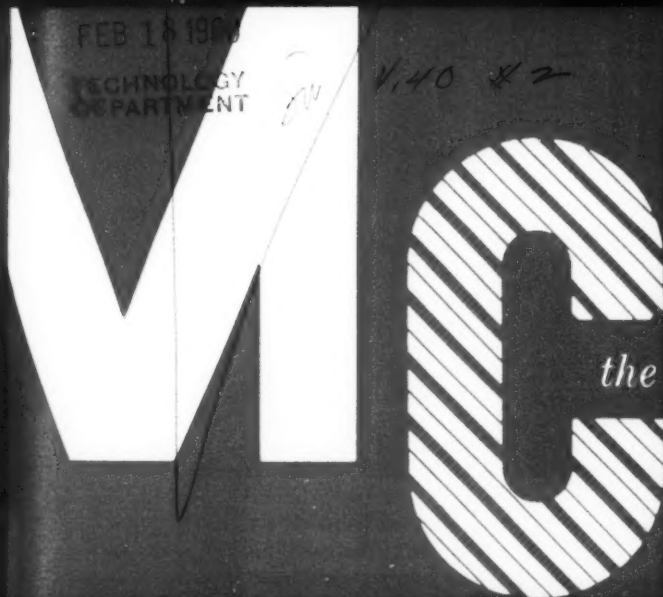


February/1960

- *Customer guaranties under FDA act*
- *Development of rolled cream centers*

Candy Packaging and Marketing

- *A survey of multiple packaging*
- *Mix-your-own merchandising*



the Manufacturing Confectioner

specialized publication for confectionery manufacturers

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candy business

F & F buys E. E. Johnson firm

F & F Laboratories, makers of cough drops and hard candy specialties, has purchased the Ernest E. Johnson Company of Rock Island, Illinois and Minneapolis, Minnesota.

The Johnson Company was best known for its Brystukker cough drops and King of Denmark horehound drops. Production has been moved to the F & F plant in Chicago from Minneapolis, and the sales office in Rock Island closed. The corporate organization will be maintained, together with its existing sales staff. Ernest Hrabko, who joined F & F recently from The Cracker Jack Company, has been named sales manager.

Bruce new president of Merckens

Norman Bruce has been named president and general manager of the Merckens Chocolate Company, a division of Consolidated Foods, Corp. Bruce was recently a sales executive at the Durkee Famous Foods division of the Glidden Company. August Merckens, for many years president of Merckens, becomes chairman of the firm.

Root Beer licensing campaign

Dad's Old Fashioned Root Beer is planning a licensing campaign in the confectionery field. The general arrangements are that the flavor concentrate will be provided by Dad's and the firm will be licensed to use the Dad's Old Fashioned Root Beer flavor slogan on their labels. In connection with this will be a tie-in merchandising and sampling campaign through Dad's bottlers.

This campaign in the candy field follows an extensive tie-in with ice cream manufacturers on the black cow theme which will also involve a supply of Dad's concentrated flavor to the ice cream manufacturers.

Nestle introduces "Big N"

The Nestle Company is introducing a 5/8 ounce block of milk chocolate containing fruit and nuts and molded in the shape of an "N" in grocery and retail stores this month. This new item is a five cent seller and comes packed 24 to a box, ten in a polyethylene bag and in 100 count cases. Initial distribution includes the marketing areas of New York, Buffalo, Cleveland and Chicago.

Nov. sales up 6%, year up 4%

November candy sales showed a very healthy increase of 6% over the same month of 1958. Manufacturer-retailers lead with a 11% increase, with chocolate manufacturers at about the level they have been all year, with practically no change from last year.

Bars show no change from the first eleven months of 1958, in comparison to increases from 5% to 16% for all other types of candies.

Item	Estimated sales of current month and comparison		Estimated sales year to date	
	November 1959		Percent change from	
	November 1959 (\$1,000)	November 1958 (\$1,000)	11 months 1959 (\$1,000)	11 months 1958
Confectionery and competitive chocolate products, estimated total...	122,511	+6	1,053,446	+4
BY KIND OF BUSINESS:				
Manufacturer-wholesalers	101,546	+6	846,886	+3
Manufacturer-retailers ¹	8,111	+11	74,102	+17
Chocolate manufacturers	12,854	-1	132,458	(²)
TOTAL ESTIMATED SALES OF MANUFACTURER-WHOLESALE				
BY DIVISION AND STATES				
New England	12,094	+11	92,668	+1
Middle Atlantic	28,110	+2	250,292	+3
N. Y. and N. J.	16,056	-1	154,189	+4
Pa.	12,054	+6	96,103	+2
East North Central	35,491	+10	324,367	+4
Ill.	29,513	+6	288,541	+3
Ohio and Ind.	4,233	+62	23,210	+23
Mich. and Wis.	1,745	-3	12,616	-1
West North Central	5,829	+21	35,779	+9
Minn., Kan., S. Dak., and Neb.	3,376	+15	19,934	+5
Iowa and Mo.	2,453	+29	15,845	+15
South Atlantic	6,280	+5	43,266	+0
Md., D. of C., Va., W. Va., N. Car., and S. Car.	2,308	+9	18,204	+8
Ga. and Fla.	3,972	+3	25,062	+10
East South Central:				
Ky., Tenn., Ala., and Miss.	2,532	-4	19,057	-3
West South Central:				
Ark., La., Okla., and Tex.	3,891	+8	24,006	+6
Mountain:				
Ariz., Colo., Idaho, N. Mex., and Utah	1,463	+5	9,618	+13
Pacific	5,856	-3	47,233	-3
Calif.	4,427	-11	38,062	-4
Wash. and Ore.	1,429	+4	9,171	+3

¹Retailers with two or more outlets.

²Less than 0.5 percent change.

Type of product ¹	November 1959		First 11 months (1,000)		Percent change from 1958	
	Pounds (1,000)	Value (\$1,000)	1959	1958	1959	1958
TOTAL SALES OF SELECTED ESTABLISHMENTS	124,797	54,858	1,247,770	+2	511,957	+5
Package goods made to retail at:						
\$1.00 or more per lb.	8,864	9,590	41,116	+1	45,596	+5
\$0.50 to \$0.99 per lb.	18,120	9,799	135,085	+6	73,440	+7
Less than \$0.50 per lb.	21,895	6,102	209,161	+5	57,072	+16
Bar goods	47,333	19,708	563,739	-1	234,247	(²)
Bulk goods	18,857	5,404	183,293	+2	51,300	+6
5¢ and 10¢ specialties	9,508	4,267	115,376	+7	50,302	+11

¹A selected group of large manufacturer-wholesalers and chocolate manufacturers report sales by type of product. Companies reporting such detail account for approximately half of the total dollar sales of manufacturers.

²Includes penny goods.

³Less than 0.5 per cent change.

Data from monthly "Facts for Industry" of the U. S. Department of Commerce.

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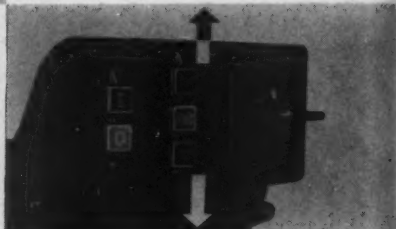
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New active members of NCA

Curtiss Candy Company, Chicago, Illinois and Jobbers Candy Company, Bristol, Virginia are the first new active members to join the National Confectioners Association in 1960.

Mark J. Heidelberger & Company, Inc. has been accepted as an active member of the National Confectioners Association. The company, which is located at 1721 N. Phillip Street, in Philadelphia, manufactures a general line of bulk and package goods which are distributed through wholesalers and independent retailers on a regional basis.

Dry fondant being tested

In a speech given at a recent meeting of the New York section of the American Association of Candy Technologists, Fred Janssen of The Nulomoline Division, American Molasses Company, revealed that his firm is test marketing a dried fondant product. (This speech is published in full on page 25). It has a composition of 90% sugar and 10% invert sugar. It reconstitutes into fondant with the addition of water, and forms the basis for a cold process cream center by the addition of invertase, frappe, flavor and color.

Retired VP of Brecht dead

Clifford E. Hinks, 72, retired sales manager and vice president of Brecht Candy Company, Denver, Colorado, died on December 18th. Mr. Hinks entered retirement six years ago.

New sales VP at Dalt

Dalt International, Inc., Oradell, New Jersey, importers and distributors of fine foods and confections, has appointed Robert J. Hogan vice president in charge of sales. Mr Hogan was formerly with Adolph Goldmark & Son, New York City.

New Hershey sales manager

Edwin F. Aldous has been named general sales manager for Hershey Chocolate Corporation. He has been with the company for more than twenty years as a salesman and has served as western sales manager for the past six years.

New York AACT programs

Fred Janssen of the Nulomoline Division, American Molasses Company will speak at the New York section, American Association of Candy Technologists' March meeting on "What can be achieved with invertase in candy making." At the April meeting of this section Mr. William Usselman of the Gallagher Pirie Company, Fond-du-Lac, Wisconsin, will speak on "The use of dairy products in candy making."

New firm in Chicago

Hickory Bowl Foods, Inc. has been organized by Don Oelerich and Herb Knechtel. The firm's only product at this time is an oil-roasted, water blanched Virginia peanut. It is flavored with hickory smoke with a rock salt glaze. It is marketed in wooden bowls and wrapped in saran.

Don Oelerich was formerly an owner of Oelerich and Berry, Inc., processors of jams, jellies and syrups. This firm was recently purchased by Corn Products Refining Company. Herb Knechtel is director of Knechtel Laboratories, Inc., consultants to the confectionery industry.

Jacques Leek fatally stricken

Jacques Leek, immediate past president of the New England Retail Confectioners Association and vice president of Brighams, Inc. (which has 75 candy stores in the Boston area) died of a heart attack after speaking to the meeting of the Retail Confectioners' Association of Philadelphia on January 4th.

Western conference speakers

Among the speakers at the Western Candy Conference to be held March 9-10-11 at the Claremont Hotel in Berkeley, California will be Senator Thomas H. Kuchel, California's senior Senator and Senate Republican whip, Victor F. Gies, chairman of the National Confectioners Association's newly-created public relations committee, McKay McKinnon, Jr., chief, San Francisco District Food and Drug Administration, and Douglas Steinberg, president of the National Confectioners Association.

FDA extension requested

A twelve month extension has been requested by the Council on White Mineral Oil for approval by the FDA of a tolerance for white mineral oil which is used in producing polished gum and panned confections.

Vernell-Thompson expands

The Vernell-Thompson Candy Company in Seattle, Washington, has completed a \$1,500,000 expansion program which includes a 43,000 square foot building into which the company will move its manufacturing operation and warehouse.

Goetze's builds new warehouse

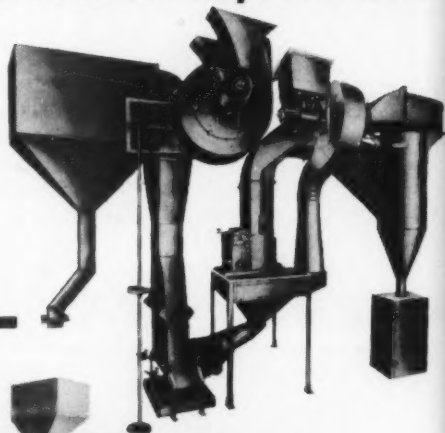
Goetze's Candy Company, Baltimore, has awarded contracts for the erection of a one-story 3,500 square foot materials warehouse. The area formerly used for this purpose will be converted to manufacturing.

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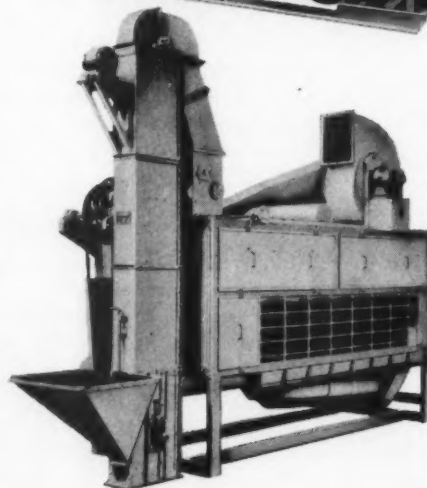
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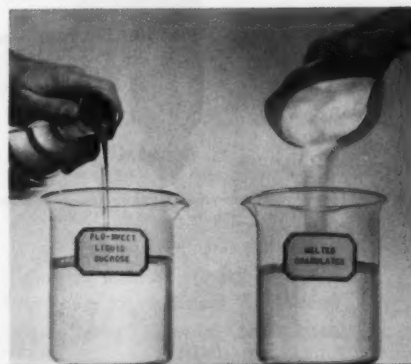
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And Exchange Oil is outstandingly consistent. Sunkist—with the country's largest stocks of oranges to choose from—can blend you a product of assured uniformity...acting exactly the same way and giving the same outstanding results every batch, year in and year out.

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the Manufacturing Confectioner

with International Confectioner

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February, 1960

Volume XL—Number 2

Edited and Published in Chicago

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The sweet and the sour

One of the more interesting house organs that come to our office each month is *Research Comments* by Evans Research and Development Corporation, New York City. Their Volume 10, Number 2, issue contained an article titled "Crystal Gazing" and propounded a new theory of crystal growth.

It was something of a shock to me

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to find that the fundamental laws of crystal growth have yet to be stated and proven. Such a basic piece of knowledge, vital to many industries as diverse in interests as steel and sugar, would be expected to have been tossed off at an odd moment by Newton, or perhaps even Galileo.

However, seeing as the mechanism of crystal growth remains in the realm of empirical observation, the postulation of this new theory indicates a development of substantial importance. For those well grounded in scientific knowledge, the perusal of this publication may be of at least academic interest. A copy can be obtained from the firm at 250 East 43rd Street, New York 17, New York.

The following item is reprinted in its entirety from the publication *Competition* from the Commonwealth Engineering Company of Ohio, Volume 11, Number 1.

"Confections such as fudge, grained caramels, marshmallows and fondant normally contain finely divided sugar crystals (sucrose) surrounded and bound together by a syrup.

"Because sucrose crystals have a comparatively low absorptive capacity, the amount of liquid which may be used in preparation of the candy is limited. Otherwise, the confections would be undesirably moist to the touch. By limiting the liquid content, however, smoothness and flavor often are adversely affected.

"To overcome these problems, research chemists at Commonwealth have developed a new, highly water-soluble native dextran ingredient which can be used to replace completely the sucrose (sugar) content in the solid portion of grained candy.

"Flavored to taste like sugar with such sugar substitutes as 'Sucryl', the native dextran produces a smooth palatable, grained confection which is pleasantly moist, has excellent keeping qualities and is firm to the touch.

"Not to be overlooked either is the whole new family of sugar-free dietetic and weight-reducing candies that can also be made with this latest dextran discovery. For, in addition, to eliminating the unwanted sugar component, the dextran in clinical tests has exhibited the capacity—in and of itself—to retard or control the gain in body weight."

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CALENDAR

February 15; Confectionery Salesmen's Club of Philadelphia, 1:30 P.M. meeting, 2601 Parkway, Philadelphia, Pa.

February 16; "Modern Sanitation in a Changing World" meeting in Philadelphia sponsored by the Philadelphia Section, AACT.

February 27; Southwestern Candy Salesmen's Club, luncheon meeting, Sammy's Oak Lawn Restaurant, Dallas, Texas.

February 27; Gopher Candy Club, luncheon meeting 12:30 P.M., Normandy Hotel, Minneapolis, Minn.

March 4; St. Louis Candy Sales Association, 7:30 P.M. Meeting, Congress Hotel, St. Louis, Mo.

March 7; Denver Mile Hi Candy Club, breakfast meeting, 7:30 A.M., Denver Athletic Club, Denver, Colo.

March 7; Retail Confectioners of Philadelphia, 6:30 P.M. meeting, Dairy Maid Restaurant, Germantown Ave., Philadelphia, Pa.

March 9-11; Western Candy Conference, Claremont Hotel, Berkeley, Calif.

March 11; Los Angeles Confectionery Sales Club, 12:00 noon meeting, Roger Young Auditorium, Los Angeles, Calif.

March 12; Carolina Confectionery Salesmen's Club, luncheon meeting, S&W Cafeteria, Charlotte, N. C.

March 12; Kansas City Candy Club, luncheon meet-

ing, Town House Hotel, Kansas City, Kansas.

April 4-7; American Management Association, 29th National Packaging Exposition and Conference, Convention Hall, Atlantic City, New Jersey.

April 4-6; American Oil Chemists' Society, 51st annual meeting, Dallas, Texas.

April 27-29; PMCA, 14th annual production conference Franklin & Marshall College, Lancaster, Pa.

April 20-27; Interpack, 2nd international packaging exhibition, Dusseldorf, Germany.

May 1-6; Supermarket Institute, Atlantic City, New Jersey

May 1-4; Flavoring Extract Manufacturers' Association, 51st annual convention, Hershey Hotel, Hershey, Pennsylvania.

May 20-22; National Peanut Council, Las Vegas, Nevada.

June 5-9; Associated Retail Confectioners, convention, Philadelphia, Pennsylvania.

June 5-9; National Confectioners Association, 77th annual convention, Philadelphia, Pennsylvania.

June 9-12; New York Candy Club & Metropolitan Candy Brokers Assn., 5th annual candy show, Trade Show Building, New York City.

July 10-13; SWTCA, convention, Dinkler Plaza Hotel, Atlanta, Ga.

July 30-August 4, NCWA, 1960 convention, Sheraton-Park Hotel, Washington, D.C.



2nd International Packaging
Exhibition and Display
of Confectionery
Machinery
April 20-27
Dusseldorf

4th International Packaging
Congress organized by
the European Packaging
Federation (EPF)
April 21-25
Dusseldorf

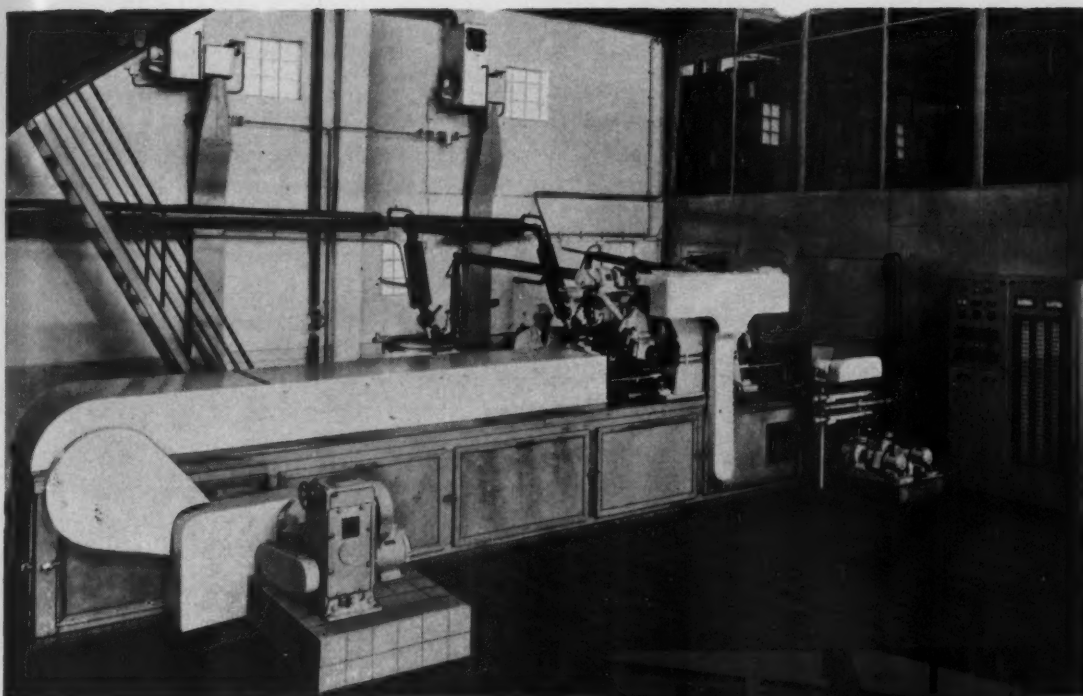
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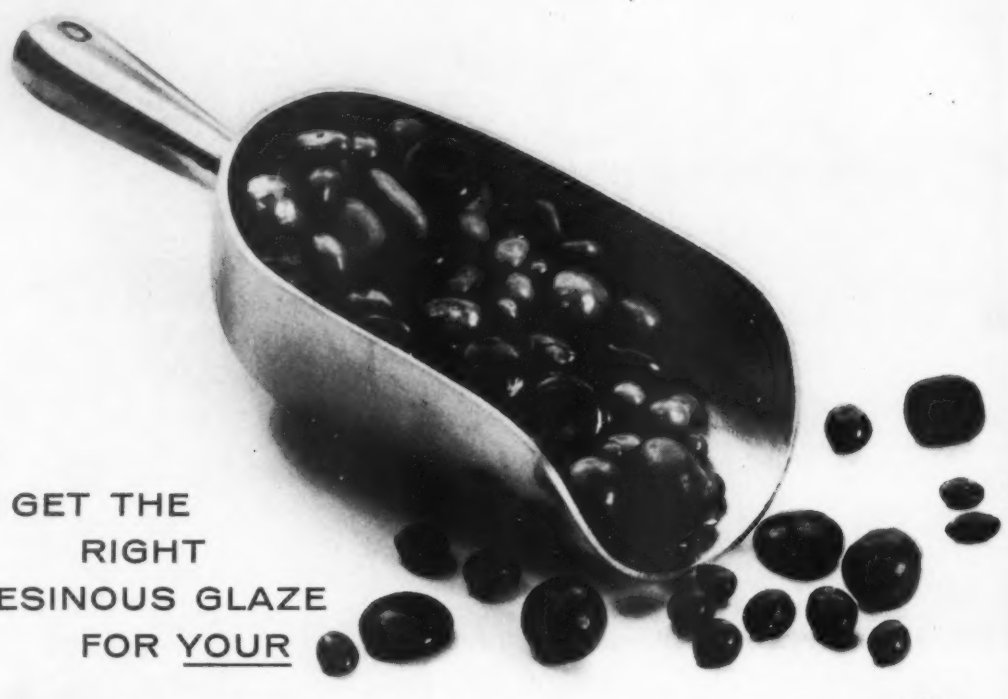
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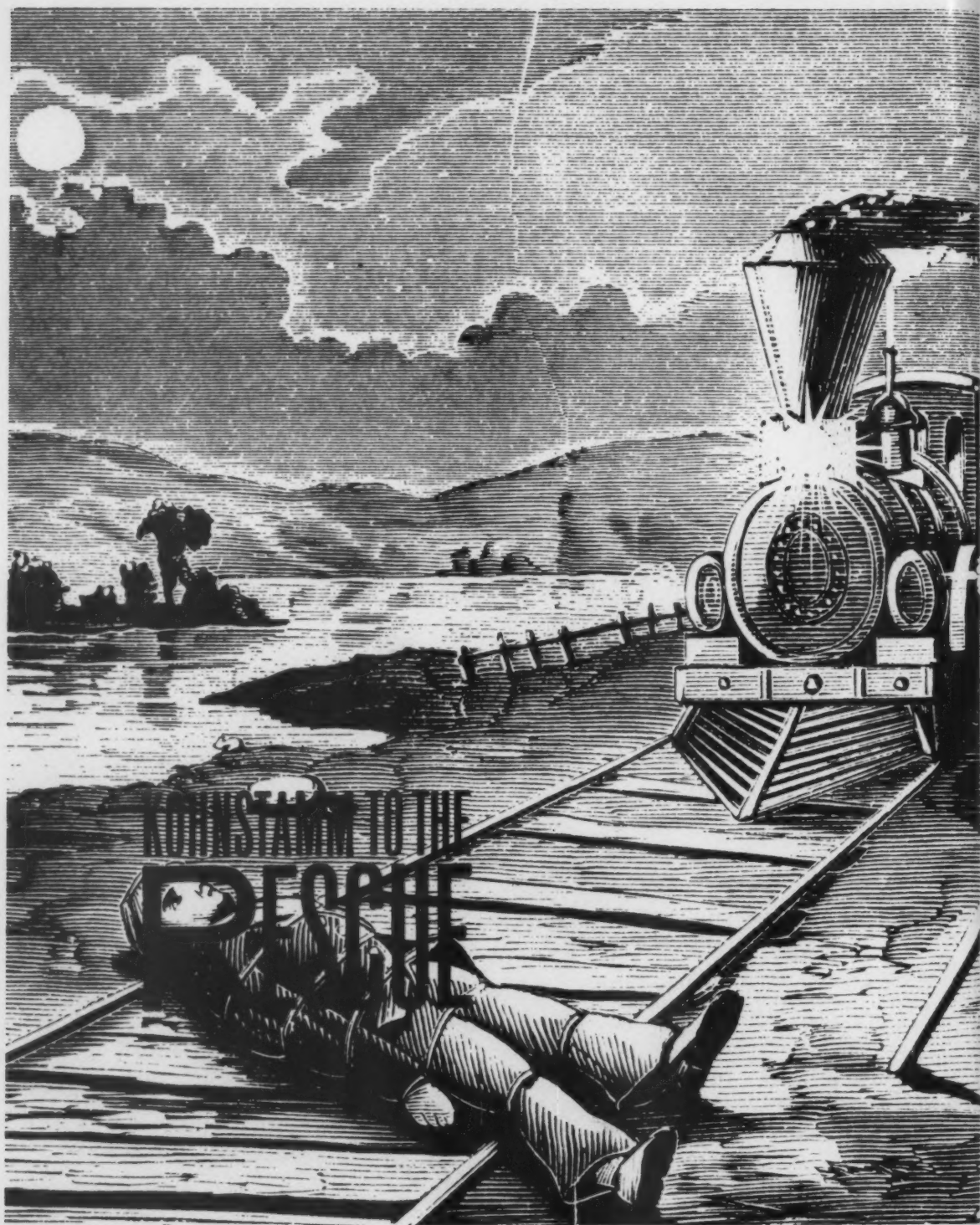
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Customer guaranties under the FDA act

A number of manufacturers have evidently been asked to provide guaranties to their customers that their products are not misbranded or adulterated under the terms of the FDA act, and particularly its recent amendments. Notices from trade associations have indicated this interest, and information that we have received from both the National Confectioners Association and the Flavoring Extract Manufacturers Association has commented on this subject.

The short article below is taken from a bulletin from the FEMA and quotes a talk by Mr. William W. Goodrich, assistant general counsel of the FDA titled "Guaranties for Food Additives".

"If our mail is a good index of what has been troubling industry as the date for enforcement of the Food Additives Amendment draws near, it is plain that the guaranty problem has a very high rating.

"A great many people who have not heretofore considered themselves at all subject to the Federal Food, Drug and Cosmetic Act are being asked by their customers to give written guaranties that paper, foil, boxes, plastics, bottles, jars, fine chemicals and many other substances, not ordinarily considered to be foods, meet the requirements of the new food additives law. And food processors themselves are being asked to update existing guaranties to provide assurance that nothing in their foods will violate the recent amendment.

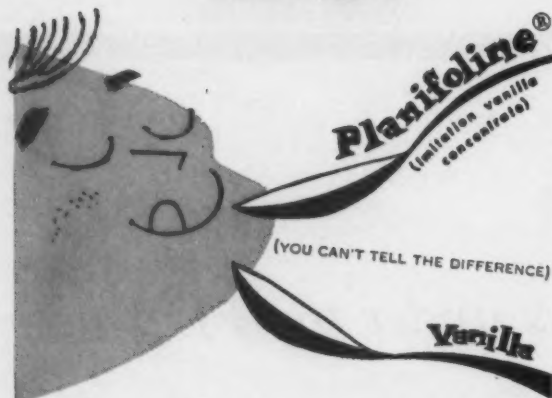
"Last year . . . a good percentage of the questions submitted to us asked how guaranty protection could be obtained to avoid responsibility for using an additive which did not have appropriate safety clearance. Despite our efforts to answer the questions, a flood of inquiries has continued to engulf us. It seemed proper, therefore, to review this problem again . . .

"Very briefly, the Federal Food, Drug, and Cosmetic Act provides that no person shall be subject to its criminal penalties for shipping adulterated or misbranded food interstate if, in good faith, he holds a written guaranty from another person to the effect that the food guaranteed is neither adulterated nor misbranded.

"Under the clear terms of the law, then, the substance guaranteed must first be a food. And, the guaranty is to the effect that *that* food—not some other food to be prepared from it—is neither adulterated nor misbranded, as those terms have been defined by the Congressional glossary.

"Food additives were not themselves specifically classified as 'food' by the amendment. The House Committee explained that such classification would be surplusage. They are food only to the extent that their intended use may result in their becoming components or otherwise affecting the characteristics of food. The legislative record specifically states that ordinary packaging materials used to preserve shape, prevent moisture loss, to prevent

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contamination with dirt, and to provide convenience in use, handling, and storage are neither foods nor food additives. Nonetheless, the record also shows that packaging materials composed of substance which migrate to the food may be subject to the safety provisions of the law.

"Plainly, a container designed for food use which contains a migratory substance of unknown or uncertain toxicity is a food additive. And we do not believe it will be necessary to wait until food is actually packaged in the unsafe container before we can start regulatory action to control its use. Such a container would be classified on the basis of its intended use as a food, as a food additive, and it would be adulterated if an appropriate regulation providing for its safe use had not been issued.

"This container could be guaranteed, and any person who distributed it interstate in reliance upon a valid guaranty would be protected from criminal prosecution—though not from seizure or injunction. But a guaranty relating to a packaging material which is neither a food, nor a food additive would be a meaningless document.

"The person who really needs and wants guaranty protection the most is not the distributor of containers, but the food processor who uses the container to package his food.

"Can such a person receive a guaranty that will protect him if the food he ships became adulterated because of his use of an unsafe container?

"We think not. And the only court decisions we have tend to support this view.

"The Supreme Court long ago in the *Dotterweich* case hinted broadly that serious questions as to the validity of a guaranty would properly arise in cases where a manufacturer provides a guaranty to a jobber who relabels the article. And the *Crown* decision by a Cleveland District Court expressly held that a guaranty would protect only persons who have acted 'merely as a conduit through which the merchandise reaches the consumer'; that it would be of no help to one 'who, in any way handle(s) or process(es) the product.'

"Accepting these cases, as we must, a guaranty for a food additive would lose all legal significance when the additive is put to its intended use in food processing or packaging. The holder of such a guaranty could present it as an argument why he should not be prosecuted for an adulteration arising from use of the additive, but one might properly ask how the guaranty could be relied upon in good faith when by mere reference to the public regulations under the Food Additives Amendment the holder of the guaranty could readily learn that the additive had not been cleared for safety. This regulatory scheme was adopted for the very purpose of providing reliable information to all concerned whether an additive had or had not been cleared for safe use.

"The next question is what must be done to update guaranties for finished foods to provide assurance that they contain no food additive that has

not been cleared for safety? The answer is that nothing need be done.

"Use of an unsafe food additive is described as an adulteration. The recommended guaranty form is to the effect that no food covered by the guaranty is or will be adulterated or misbranded. So the standard form, recommended in our regulation, covers the matter without the need of an amendment. If, from an abundance of caution you wish to clearly notice the food additive problem in the guaranty, the reference to the Federal Food, Drug and Cosmetic Act might be followed by a statement which specifically mentions the amendment.

"While it may possibly be desirable to cast the total risk of criminal prosecution of the person offering a food additive for use in processed food, the guaranty provisions of the Act do not do so. The chemical manufacturer cannot legally guaranty that food containing his product will not be adulterated. His guaranty can apply only to the additive itself.

"Protection must be found by following the Food Additive regulations as they are published, and, in case of substances exempted under the prior sanction proviso, by inquiring into the existence and scope of any such sanction.

"We are confident that satisfactory procedures can be adopted by food processors to avoid use of food additives which would result in adulteration. Obtaining a guaranty, however, is not the answer."

The information bulletin from the NCA was in the form of a legal opinion of Michael F. Markel, a lawyer in Washington, specializing in matters concerning the FDA. A portion of his opinion is quoted below.

"There has been considerable confusion since the adoption of the Food Additives Amendment as to the status of a guaranty under the Federal Food, Drug and Cosmetic Act. This confusion has arisen from the fact that so many fail to distinguish correctly between the *guaranty* provided for in the Federal Food, Drug and Cosmetic Act, and the *commercial warranty* which is a matter of sales agreement, either implied under the law or by express contract. The two must not be confused.

"Any guaranty on the part of a shipper that his product is suitable for certain uses or is not in violation of certain provisions of the law, does not afford immunity from criminal prosecution. The consignee is expected to know the law and apprise himself of the facts and must on his own responsibility decide whether what he puts in his product may be so lawfully used. Therefore, such a commercial warranty provides only a basis for civil remedies should it prove to be false."

The viewpoint of both these bulletins is that material that carries a guaranty of compliance with the FDA regulations is only effective in so far as the unopened package is handled by the purchaser. At any time the original package is opened,

even if only for repackaging in its original state, any guaranty in respect to its compliance with any regulations is legally of no effect and non-enforceable as far as protection from any criminal prosecution is concerned.

On the other hand, a commercial warranty is entirely valid under these circumstances, and would form the basis for civil action to recover damages if such a warranty were proved to have been false.

The net result is that the food processor is on the spot as far as all criminal liability is concerned. In no way is it possible to remove himself from being the individual solely responsible for the safety of his products in the eyes of the law. No amount of guaranties from suppliers, regardless of how written or in what good faith they may be made, will lift this primary responsibility from the shoulders of the manufacturer.

The moral of this little article is crystal clear. The manufacturer who does not have a first class technologist on his staff, or one on retainer who can be consulted regularly, is walking a tightrope that can collapse at any minute. The best, and really the only, insurance against criminal prosecution of the provisions of this legislation is to have some technically trained individual whose business it is to keep informed on the rules and regulations which are coming in a flood from the FDA, and who can relate them specifically to the products and processes of your firm.

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24 — The Manufacturing Confectioner

The development of rolled cream centers

Most of us take it for granted that the things we do today to make a standard rolled cream always existed. This was not always so, as many of the old time candy-makers will tell you.

There were times when this kind of cream center was known to either burst or dry out. The chief reason for these weaknesses was the fact that such centers require a high percentage of sugar to give sufficient firmness for handling. However, fermentation and drying out can be overcome.

If one could form a heavily "doctored" center, a high syrup concentration can be obtained by the use of the proper amount of "doctor" such as invert sugar and/or corn syrup. However, this remedy has its disadvantages. A heavily "doctored" batch does not crust easily and is difficult to handle. Furthermore, a cream center that is cooked high enough to give firmness often is very tough in texture; this is also undesirable.

This problem prevailed for some time and many manufacturers gave up the making of rolled cream centers in favor of cast cream centers. In the latter, a high concentration of syrup can be used, due to the fact that the hot fondant cream, when cast into starch and allowed to cool quickly, literally cements the sugar crystals together. In addition, the surface forms a dry skin due primarily to the loss of moisture to the starch. Upon coating the center with chocolate, the moisture in the middle of the center redistributes itself, dissolving the dry skin. This also holds true for the crust that forms on hand rolled cream centers.

To illustrate these points let us talk about rolled cream centers and take an exaggerated example of a cream center made from just granulated sugar and water without a "doctor" of any kind. Suppose we take 100 lbs. of granulated sugar and

BY FRED JANSSEN
The Nulomoline Division

25 lbs. of water and carefully cook this to approximately 236°F., and then carefully cool the syrup to 100-90°F., on a cream beater. This batch when creamed would undoubtedly produce a very rough and coarse cream center because the cooked syrup is so highly super-saturated that it would tend to crystallize rapidly, forming relatively large crystals.

It is extremely interesting to look at the composition of this cream. It will, as in all cream centers, have a solid phase (the crystal portion) which is surrounded by a liquid phase (the syrup portion).

In the solid portion, other than the size of the crystals there is very little to examine. However, the syrup portion contains all of the water plus all the sugar it can dissolve, or twice its weight when sucrose alone is used in the batch. Therefore, the cream will have a syrup concentration of approximately 67% (or a simple syrup) assuming that very little inversion has taken place during cooking. We all know that a syrup of this low density will easily ferment because wild yeast from the air, or hands or the equipment, infect the cream and can grow in a syrup of this concentration. These yeasts multiply to form colonies and produce gas, until the pressure is built up to split the walls of the chocolate coating and permit the syrup to leak out. If the cream does not ferment it will rapidly dry out, because it does not have any moisture-retaining properties.

We have just looked at an "undoctored" batch of fondant cream—now let us go a little further and examine a batch of fondant that has been partially "doctored" using 90 lbs. of granulated sugar, 10 lbs. invert sugar, 20 lbs. water. By cooking this to approximately 240°F., and handling in the conventional manner, we will produce a fondant cream smoother in texture than the previous batch. This is due to the presence of invert sugar which will

help in controlling the growth of the sugar crystals to a finer degree, although care must be maintained when making a batch so closely "doctored" as this.

Again let us look at the syrup portion of this cream which consists of the moisture, plus twice its weight in sucrose, plus all of the invert sugar present. We find by calculation and by actual tests, the syrup density is approximately 72-73%. Although the syrup density has been increased, it is nevertheless still unstable and susceptible to fermentation and drying out.

Let us go a little further and now examine a rolled cream center that is considered to be the standard or basis for most rolled cream centers.

Before doing so we will first have to talk about a stock material which is used in cream centers, both cast and rolled, to produce lightness, tenderness and to retain moisture, as well as increase the body and syrup density to the cream. This is known under various names, such as frappe, mazetta or nougat cream. Essentially it is an aerated syrup consisting of invert sugar, corn syrup and egg albumen, and sometimes granulated sugar.

Although many variations of the frappe have been made, we have found the following preparation to be most satisfactory for use in all types of candy where lightness, tenderness and moisture-retention are desired:

- 50 lbs. Corn Syrup (Cook to 245°F.)
- Add
- 50 lbs. Invert Sugar
- Mix well and beat with
- 1 lb. Egg Albumen dissolved in
- 2 lbs. Water

A lighter frappe can be made by increasing the amount of egg albumen to 2 or 3 lbs., using the same amount of invert sugar and corn syrup. We now can talk about a standard rolled cream center:

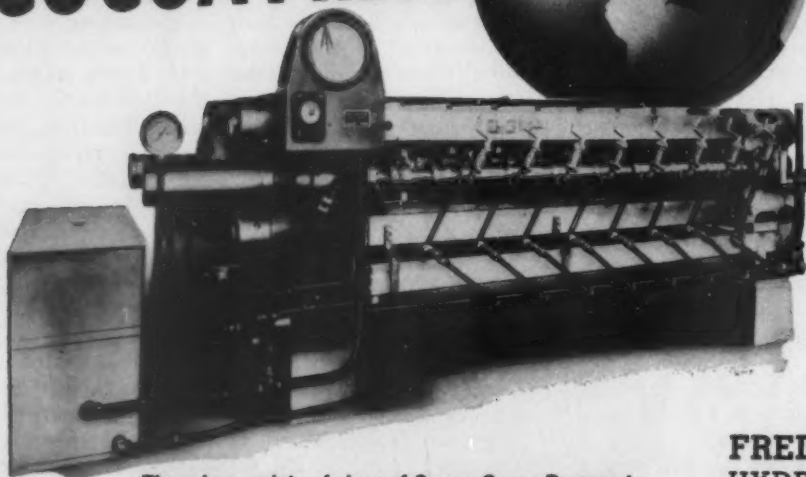
- 90 lbs. Granulated Sugar
- 10 lbs. Invert Sugar
- 20 lbs. Water
- 10 lbs. Frappe No. 1
- 2 ozs. Invertase
- Flavor and Color

Place the sugar, invert sugar and water into a kettle and heat. Stir the batch occasionally until it boils. Thoroughly wash down all grains of sugar that adhere to the kettle and cook the batch as rapidly as possible to 244-248°F. Pour the batch onto a crystal-free open-type fondant beater that has been lightly moistened with water. Immediately sprinkle the surface of the batch with not more than 2 ozs. water, allow the fondant syrup to cool to approximately 100-90°F., and start beating. Add the invertase and allow the batch to beat until it becomes opaque. Add the frappe, color, flavor, and continue beating until the batch becomes plastic.

When the fondant is finished, formed and coated with chocolate, an examination of the syrup density when first made and by calculation is found to be approximately 75-76%. This is a relatively safe density; however, tests have proven that a syrup density of at least 79% or higher is absolutely safe from fermentation.

As stated previously, a heavily "doctored" center is a safe center. Because one must have firmness to make possible the shaping and handling of a

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center, a high percentage of sugar in the form of sucrose must be used for rolled cream centers. Plasticity is also desired and to secure this, one must start with a relatively low syrup density.

How can we make a relatively safe rolled cream and still get the desired characteristics, without adding an increased amount of syrup? There is only one material that can be used satisfactorily to split sucrose into invert sugar (levulose and dextrose) without heat in the making of cream centers. This is the enzyme invertase.

How does invertase work in a cream center after coating with chocolate? Assuming that the above formula is used to produce a soft, tender center, the syrup density should be approximately 74-76% when coated. The syrup is distributed through the center and covers the outside of the sugar crystals. The moisture has already taken up all the sucrose it can hold but will take up more inverted sugar. The invertase splits some of the dissolved sucrose, thus reducing the percentage that is in solution. When this occurs, more sucrose is dissolved and the change proceeds. Sucrose is split into levulose and dextrose (invert sugar); these sugars dissolve in syrup, increasing its density. The final result is a high-density saturated syrup. If the saturation point has been reached quickly, all chances of fermentation are eliminated.

For this reason it is quite logical that invertase be added to rolled cream centers. The action of the invertase is slow enough so that the cream can be made, the centers formed and coated without an appreciable amount of softening.

It has been noted that fermentation does not reach the danger point in less than two weeks after the centers have been made. Keep in mind that the syrup density must be raised to a point where fermentation cannot occur, and to accomplish this in less than two weeks. This is not difficult if sufficient invertase is added to the cream centers.

We spoke of how a low syrup density allowed the yeast to multiply and cause fermentation. Now we have obtained a high syrup density at which yeast is unable to withstand the greater osmotic pressure and is ineffective as far as fermentation is concerned. This is also known as plasmolysis.

We have looked at the general makeup of a rolled cream center; now let us look at some of the physical aspects or some general candy making techniques.

It was once said that a formula is only as good as the skill of the candy maker. The knowledge as to the correct procedure to follow in each step of the manufacturing method will produce only the finest candy.

Years ago, before invert sugar was made available to the candy maker, it was a common practice to use cream of tartar or other inverting agents to produce the "doctoring" effect. Without going into much detail of how difficult it is to control the amount of "doctor" produced by this method, we will just say that standardized invert sugar is universally accepted and is used to manufacture rolled cream centers of uniform consistency, *batch after batch*.

The correct amount of sugar, invert sugar and/or corn syrup with a sufficient amount of water is cooked to a specific temperature. Care is taken to see that all the crystals of sugar on the sides of the kettle are washed into the batch proper to prevent any premature crystallization or seeding of the fondant syrup.

The cooked batch is then poured carefully onto a cool, clean open-type cream beater, and the surface immediately sprinkled with sufficient water to cool the surface. The batch should be well cooled before the creaming operation is started. Batches of the same composition, when cooled to different temperatures at beating time, will result in differences in the grain of the finished cream. For example, a batch beaten at 110°F. would produce a very smooth cream. This same batch when beaten at 120°F. would produce a moderately smooth cream, while at 130°F. you would get a slightly rough cream. It is, therefore, important to check the temperature of the fondant syrup with a thermometer before starting to beat. It is also important that the batch be kept cool throughout the creaming operation, as the cream will be warmed due to the heat of crystallization. Checking the beating temperature will help to prevent grainy batches, as cool batches increase the beating time and cause more small crystals to form and produce a smoother cream.

While beating, it is essential that the mixing arms and the cooling bed of the beater be scraped free of any chilled syrup, as portions of the chilled syrup will adhere to the mixing arms and the cooling bed of the beater. Unless this cooled syrup is scraped free, the rolled cream centers will contain slivers or large portions of clustered sugar crystals which will not remelt or soften, when the centers are coated with chocolate.

Adding the frappe at the proper time is also important. It should be added when the batch has shown evidence of creaming or graining. Many times we see frappe immediately after the hot syrup has been poured, or the hot fondant syrup poured onto the frappe previously placed in the bed of the fondant beater. This will result in not getting the maximum benefit from the frappe. Some of the air cells in the frappe are ruptured by the heat, and maximum lightness would not be obtained. The possibility of a longer beating time due to slower formation of sugar crystals will also occur.

It might be well to mention the addition of fruits and desiccated coconut to cream centers. It is important that the fruits be of the proper syrup density. Fruits of a low syrup density will ferment in spite of a properly made cream center. Before making fruit centers it is important to check with the manufacturer of the fruit to make certain that it is of the proper syrup density. Each year we hear of some candy firm having fermented fruit and nut eggs, in spite of repeated warnings to check the syrup density of the fruit.

Desiccated coconut, when added to a rolled cream center, will absorb some of the moisture from the cream resulting in a dry and tough coconut

center. This can easily be overcome by freshening the coconut as follows before adding it to the batch:

10 lbs. Desiccated Coconut
1 lb. Water
1½ lbs. Invert Sugar

Mix the invert sugar with the water; add the desiccated coconut and mix thoroughly. Set aside for 15 minutes before adding the freshened coconut to the batch.

After the cream has been made, it is quite possible to form centers of uniform sizes even though some heat may still be in the batch. However, this temperature should be uniform throughout the entire batch. It is a general practice to allow the cream to reach room temperature before forming. The forming may be done either by hand or by a number of machines.

If a batch of fondant cream containing invertase is kept overnight, it may soften enough to be difficult to handle. Therefore, it is advisable to form the centers soon after the making of the fondant.

The coating of the centers should be done after the surface of the creams has dried or they are easy to handle and after the heat, if any, has been removed.

No cream center, rolled or cast, should be allowed to remain uncoated in excess of 24 hours after being formed. If need be, due to mechanical breakdown in equipment, they should be placed in trays and covered with a sheet of waxed paper to retard as much as possible the drying out of the centers.

A properly made rolled cream should form a surface crust shortly after being formed and usually can be coated within one to three hours after forming.

Care should be taken that the centers are at a proper temperature before coating, preferably 70° to 75°F. Centers that are too cold when coated will cause a large amount of chocolate to be picked up, and in addition they will contract considerably and when returned to normal room temperature will expand and force out some of the cream through any thin spot in the coating. These are called *leakers*. If the coating is uniform, the expansion will cause a crack in the coating; this is sometimes confused with fermentation.

A center coated at too warm a temperature could, of course, cause fat bloom.

Due to the extreme tenderness of rolled cream centers it is important that they be pre-bottomed before completely coated with chocolate.

A good bottom is an insurance against leakers and the sticking of the centers on the wire belt of the enrober. However, don't allow the centers to get too cold on the cooling belt when setting the chocolate on the bottom.

Coated rolled creams that are to be stored in a cold room or frozen should first be allowed to remain at room temperature for several days, to permit the invertase to act and produce a sufficiently high syrup density resulting in a cream free from fermentation and drying out.

These are only a few of the things that should be watched in order to produce quality rolled cream centers.

It is always interesting to be able to present something new when talking on a particular subject and we are happy to be able to tell you about a new, very promising method for the making of rolled cream centers.

We have been experimenting with rolled cream centers that can be made without any cooking, cooling or the making of any fondant. They can be made by a simple method of just mixing and then forming into centers. We call this the Cold Process for the Making of Rolled Cream Centers.

Of course, a special basic material is needed and this is a precooked fondant composed of sugar crystals of the same microscopic size as in fondant. This dry fondant has a composition of 90% sugar, 10% invert and a small amount of moisture. It can be made into fondant by simply reconstituting with water. We have experimented with this dry fondant and have made various rolled cream centers in a one-step operation simply by the addition of water, frappe, butter, chocolate liquor, salt, flavor, color and invertase.

At the present time The Nulomoline Division is test-marketing this new product and hopes to make the product available to the east coast trade in the very near future.

This paper was presented at the November 1959 meeting of the Northeast Section of the American Association of Candy Technologists in Boston, Massachusetts

The *INSTANT* and *CONTINUOUS* FONDANT MACHINE

Now in its fifteenth year!



400 Model

15 years of serving and proving that the Instant and Continuous way is the best way, the most modern way to make finer and smoother fondant. For information mail the coupon *today*.

CONFECTION MACHINE SALES CO.

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Please send information on the Master Model and the new "400" model, to

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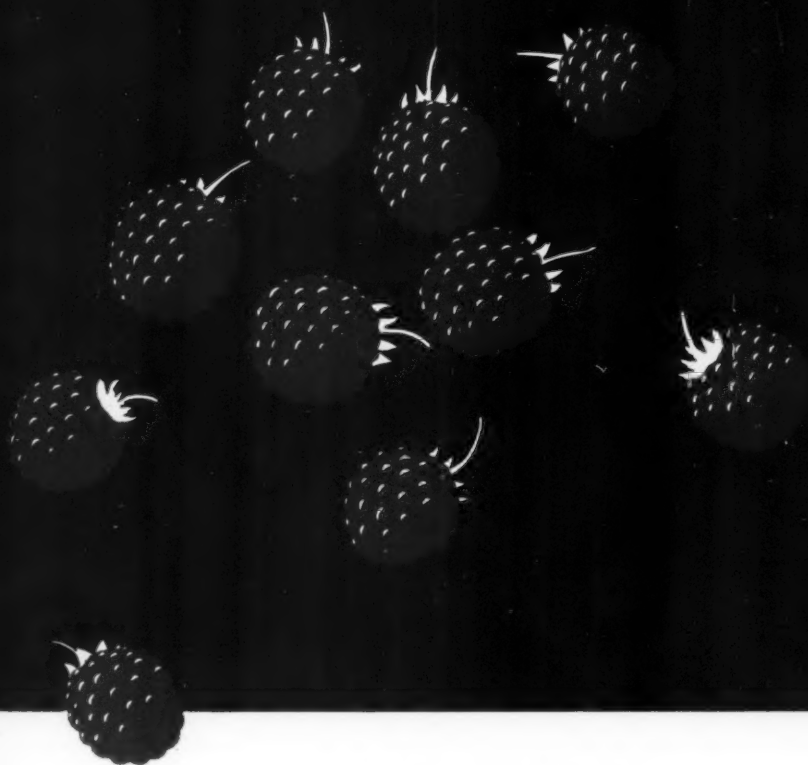
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RASPBERRY

Raspberry has always been the most popular fruit flavor.

Its greatest success depends on the extent of its true reproduction
of the flavor of the actual fruit.

Our Raspberry No. F 21-1003 achieves this to the fullest degree.

Excellent in all types of confectionery.

May we discuss this outstanding product with you?



VERONA AROMATICS

A DIVISION OF VERONA-PHARMA CHEMICAL CORP.

Plant and Main Office:

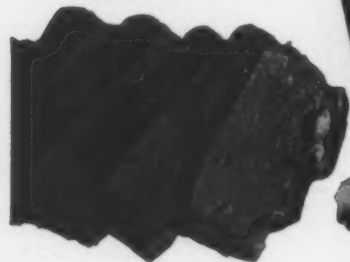
Branch Office:

26 VERONA AVENUE, NEWARK 4, N. J. • 1210 ROSEDALE AVENUE, CHICAGO, ILL.

Both of these bars are 6 months old, *but...*

This bar made with
regular corn syrup

With exception of corn syrup,
this bar is identical with bar on
the right. But notice how dry;
how hard to slice.



This bar made with
Sweetose

Same formula, same age. Only
change is Sweetose. But what
a difference. Notice how easily
the bar slices.



...cut a slice and See...Feel...Taste the difference Sweetose makes!

SEE
the difference
in texture!

Easier-working Sweetose
produces a smoother, ten-
derer texture.



FEEL
the difference
in freshness!

Sweetose assures controlled
moisture balance under
all climatic conditions. Bars
stay fresh, never too dry.



TASTE
the difference

in enhanced eating qualities
and a delicious flavor that
never "dims" or tastes
"old."



Prove to yourself that bars—Your Bars, when made
with Sweetose, Staley's Enzyme-Converted Corn Syrup,
look better, taste better, have far, far longer shelf life!

This test is so simple yet so amazing, you must make the comparison
yourself to believe it. And you can—for your Staley Representative
will supply you with the simple instructions and Sweetose necessary
to make this test.

Then, cut a slice and see, feel, taste the difference Sweetose makes.
See the difference in smoother, tenderer texture—richer, more appe-
tizing appearance. Now, feel the difference in freshness. Sweetose's
narrow humectant range maintains moisture balance through a wide
range of humidities and temperatures. Next taste the difference in
flavor. A customer-winning flavor that's still delicious—even after
many months of storage.

Make this eye-opening demonstration. Discover how the all-
weather humectant properties of Sweetose can "humidity-condition"
your bars to resist changing temperatures. Discover, too, how you
can cash in on improved quality and longer shelf life, and *decidedly*
cut your sweetener costs besides!



A. E. STALEY MFG. CO., DECATUR, ILLINOIS
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Sweetose[®]
THE ORIGINAL ENZYME-CONVERTED CORN SYRUP



On the supermarket shelf, hundreds of candy varieties compete for customer acceptance. Multi-packs not only get more display space, but also are preferred by supermarket operators. Low profit margins are the bane of supermarket operators, for they need larger-priced, fast-turnover items in order to operate effectively. A vice-president of one large supermarket chain recently said, "We need more attention given to multiple unit packaging in order to increase volume and reduce distribution cost on fast-moving merchandise."

A survey of trends in multiple packaging

A Staff Report

Bundling candy packs is not new, but the concept has become a more vital factor with the growth of sales to supermarkets and other high volume outlets. The basic savings involved in eliminating board cost and time-consuming packing of folding cartons or set-up boxes have influenced many manufacturers in the past to bundle 24 count packages. With a very small percentage of the 24 count cartons being used for display in the high volume outlets a shift to bundling is almost inevitable.

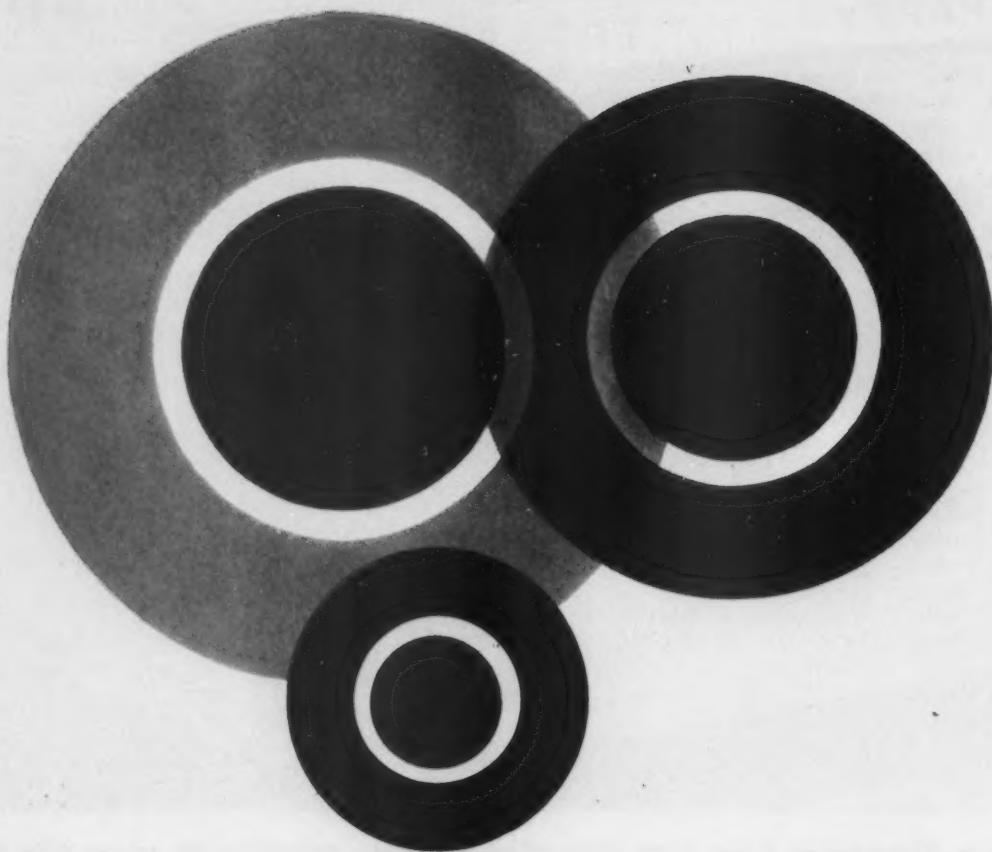
Machinery is available which can bundle from two or sometimes three wrapping lines. The wide variety of films and papers used in bundling, in most cases, offer greater product protection than boxes or cartons. An easy conversion to holiday

wraps (particularly important for Hallowe'en 24 count packs) is possible, especially if the bundling is done with a printed film, such as cellophane.

Further savings result from reduction of shipping weight, storage of findings and in the case of using an unprinted film, the need for different cartons for each product.

In order to cover the few retailers who wish to use 24 count cartons for display, some manufacturers pack two or three flat cartons in a case for the wholesaler to give only to the retailers who use them.

Closely related to the trend to bundling 24 count packs is the trend to the large family package, or multiple package. It, too, is the result of sales



**Candy
Looks and Sells Better
in Olin Cellophane**

Over 90% of all candy purchases in supermarkets are the result of in-store decisions—and the package with visibility and sparkle stands the best chance of becoming a sale. That's why it pays to put your candy in sparkling, transparent Olin Cellophane. Plain or printed it does the job.

When it comes to machineability, nothing is as trouble-free as cellophane. Its combination of strength, freedom from static, and sealability will speed automatic, semi-automatic, and manual packaging production. Call in an Olin Cellophane representative or Olin Cellophane converter today.



Olin Mathieson Packaging Division, 655 Madison Avenue, New York 21, N.Y.



in supermarkets where economical family buying is important to the consumer.

Multi-packs, which usually consist of three, six or ten items, are mainly packaged on trays with printed or unprinted overwraps or bundled with a wrap of printed or unprinted film or paper.

Six packs of five cent items are generally sold by supermarkets for twenty-five cents, a five cent saving to the consumer. Ten items in a multipack are usually sold at an even greater saving with the price the same as that for eight single items.

Why not sell six packs

Multiple packages have been in use for quite awhile in other fields. The soap industry, for instance, has promoted to consumers the savings in buying multi-packs for many years.

The trend has only recently started in the candy business and although more and more multi-packs of candy appear each month, no manufacturer has really aggressively emphasized the "saving" aspect.

As part of this survey of bundling and multi-packs, we have looked over a number of manufacturers' efforts in this area. A few mention "family package", most state the number of items inside, but not one had the word "save" in a predominant spot on the pack and, in fact, most didn't even mention that a saving was involved.

Two packs come close to selling savings. One is the Vick's three pack. The waxed paper wrap has "Thift Pak" and "All three packages 25¢" printed on the front, although there is no mention of the amount saved. It has been assumed that the consumer is aware of the fact that each box of these cough drops is a ten cent item. The other is



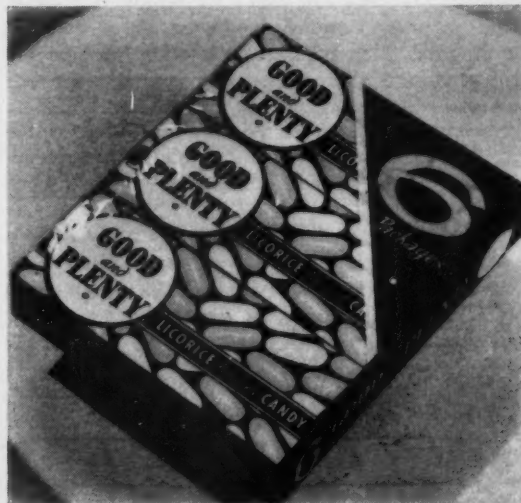
Bonomo's Turkish Taffy six pack which has "Economy pack 6 bars" printed on the cellophane overwrap in a dominant position.

As discussed in the December issue of *The Manufacturing Confectioner* (see "Chunky modernizes packaging", page 25, December, 1959) the Chunky six pack was recently redesigned to put the words "6 pack" in a more noticeable position. This pack-



age change was made by Chunky because they felt that their former pack did not merchandize the fact that six of the squares were inside.

Clark bars are packed in a plain tray with a full color reproduction of an open Clark bar on the cello overwrap. This very attractive package has "Big 6 bars, the center of attraction" printed on the top panel. Neither the tray nor the cellophane is printed on the back panel.



The Good and Plenty six pack is bundled in printed cello. The figure "6" is the most striking feature of the package.



The six pack of Chuckles is bundled in cellophane with "6 pack" printed on the front. Since the regular single package is also cellophane wrapped, the product itself is shown. This package has no mention of a bargain or the thrift involved in buying this larger quantity.

Hershey has an interesting ten pack which con-



tains two different size bars. Overwrapped in cellophane, a printed tray holds two each of five different bars. This package does have a "special" printed close to the price spot so that the consumer will realize that a saving is involved.

Necco's Sky Bar is packed on a one color printed tray with a clear overwrap. The bar wrapper itself has an illustration of the four types of centers in these bars.

The Planters package of Peanut Candy bars is wrapped in clear cellophane over a bottom card. This card calls attention to an "Interesting premium



on each wrapper" and headlines with "Economy family pack". The price spot is on the bottom of the package.

Curtiss uses a plain cellophane overwrap on two color printed trays for Baby Ruth and Butterfinger bars. The words "Family package 6 bars" are print-

ed on the sides of the tray in rather small type. The back panel lists 24 Curtiss products.

Mars uses a die cut carton for a six pack with the bars showing through. There is no overwrap. The carton is printed two colors with the names of the bars on the top panel along with "6 bars" and the slogan "Wrapped in stars in candyland by Mars". The back panel is used for a selling message on Marsettes.

This sample of eleven multi-packs is fairly representative of the two dozen packs surveyed.

The words "economy", "thrift", "special" and "family package" were used on a surprisingly small number of packages. In most cases when they were mentioned they were not in big enough type or in a prominent enough position to attract attention. In this important respect multi-packs of candy differ from multi-packs of other products seen in supermarkets.

It's reasonable to assume that candy multi-packs are meant to be sold to the same shopper who puts a multiple package of soap in her cart. It certainly isn't the shopper who buys for two or three people who will consistently reach for multi-packs of any product. Why does this large family shopper buy in quantity? Not because a six pack is easier to carry or store. She is looking for economy and the candy manufacturer who doesn't sell his multi-pack on the basis of buy more and save more is ignoring the key to better sales.

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EVERY MINUTE WITH

IDEAL Wrapping Machine

Maximum efficiency at high speed with minimum personnel—that's why this Ideal Special Caramel Wrapping Machine is preferred. If you're not using Ideal now—investigate! You'll be glad you did.

Established 1906

IDEAL WRAPPING MACHINE COMPANY

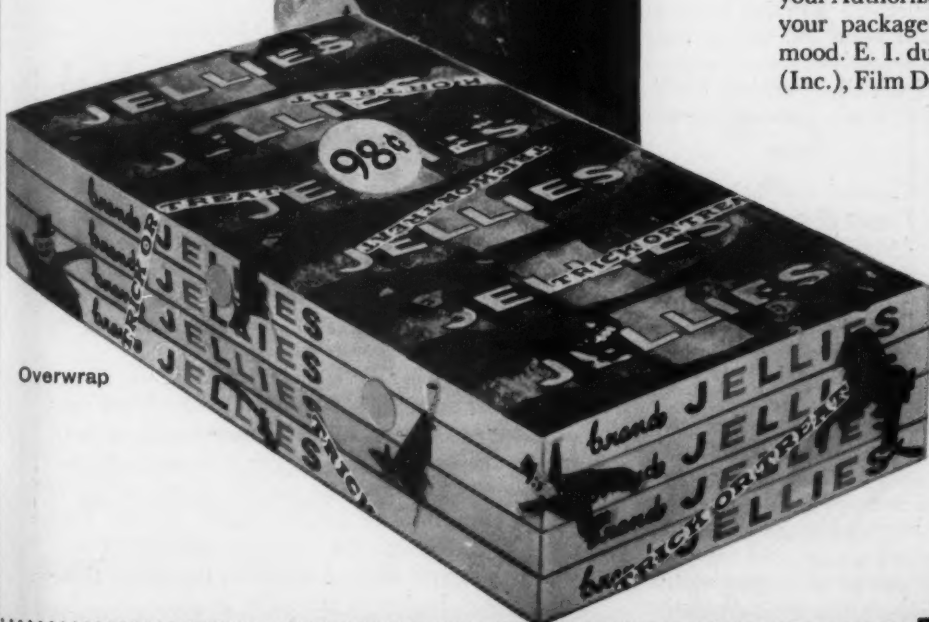
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Write for detailed brochure.



Twin-Pack Bags

Special Bag



Overwrap

How printed cellophane can help you sell more candy next Halloween

The man to see: Your Du Pont Authorized Converter. He's a master of holiday packaging designs that will get better display for your product, more sales, and bigger profits. He'll show you how sparkling overwraps of printed cellophane dress up your package for Halloween sales, remove easily for post-Halloween selling.

No other packaging material gives you so many advantages for Halloween packaging: crystal-clear transparency, superior protection, adaptability to almost any package construction and efficient, high-speed machine handling.

All these advantages add up to the best package at the lowest cost. So see your Authorized Converter now and get your package in a Halloween selling mood. E. I. du Pont de Nemours & Co. (Inc.), Film Dept., Wilmington 98, Del.



Mr. Andrew Heide, president, Henry Heide Company, Inc., says: "We've used printed cellophane on holiday packages for years. It's adaptable . . . economical . . . it really pulls extra holiday sales!"



Better Things for Better Living
...through Chemistry

The wraps on the top and bottom packages can be stripped off after Halloween. This eliminates out-of-date stock . . . gives retailers an extra reason for preferring to stock your brand.

DU PONT
cellophane

Mix-your-own merchandising

Some of the most effective of new merchandising ideas are the result of a synthesis of old tried-and-true methods with the newest techniques. An example is the mix-your-own candy displays currently so popular among variety stores from coast to coast.

In essence it is a throw-back to the cracker barrel days of general store merchandising, but adapted to present day conditions. It retains bulk display, one of the really fundamental and most effective of display techniques, and combines it with the modern techniques of individual piece wrapping and self service selection.

An end counter sectioned off into from 16 to 24 spaces with glass dividers is the usual set up for this type of display in variety stores. Overhead streamers, price cards, and bin name cards are some of the point of purchase materials generally contained in display kits furnished to the stores by the manufacturers.

A typical list of individually wrapped candies that might be included in a mix your own display might include:

Assorted Fruit Balls	Chocolate Caramels
Assorted Toffee	Licorice Slices
Chocolate Nougat	Assorted Whirls
Jawbreakers	Peanut Butter Kisses
Vanilla Caramels	Cocoanut Slices
Butterscotch	Butter Balls
Peppermint	Assorted Crystal Cuts
Root Beer	Chocolate Nut Caramels

Variety store managers generally welcome the mix your own display. Since he is a combination of store manager, buyer, merchandise manager, personnel manager, and housekeeper, he needs and welcomes all the specialized merchandising help he can get. With this set up he can take slow moving items which are displayed in other sections of the counter and put them into the bulk display. This system gives him flexibility. With spot lights

on the display the counter is colorful and attractive. Since candy carries one of the highest profit margins per square foot of display space, this section of the store becomes a focal point for his interest.

Pans are supplied each customer in which to gather the candy. Pound, pound and a half or two pound containers of metal or plastic are provided for this purpose. Stores have found that the customer does not mind buying any extra weight she may have picked up after her selection has been made. Manufacturers involved in this type of selling to variety stores have found the usual geographical preferences for the various pieces of candy. Licorice pieces are slower sellers in the South and stores report grape flavors to be heavy sellers among the Negro trade.

Deran Candy Company has been furnishing display material to variety stores and promoting their "Mix-Up Special" since January 1958. Their shipments are in terms of 24 different items for the display. One of the stores decided to cut down on inventory and use only twelve items but quickly discovered that the basic appeal of a wide selection for the customer to choose from was lost when only a dozen different items were used.

Bunte Bros. Chase calls their bulk assortment "Pick-A-Mix". A basic eighteen items are included in the entire assortment and promotion material suggests that stores set up a sixteen bin display and use all items on an alternating basis.

Pricing is generally at the 39¢ per pound range. An occasional display can be found of 69¢ per pound items but sales have not compared with the less expensive displays. For instance a display of imported toffees at 69¢ per pound was set up in the Woolworth store on 34th Street in New York City, and although the manager claimed it was worth the space allotted sales fell far below those of the 39¢ display in the same store.

From its first application in variety stores, this

merchandising idea shifted to grocery stores, and promises to be an even bigger success there. The reasons are that customers are conditioned to self-selection in this type of store, and that the basic high margin of this item makes it even more appealing to store managers.

Supermarkets have a natural place for this type of display in their produce department. Here they have the scales and help to price the completed assortment. In food stores the assortment is often set up in the manufacturers own shipping cases, with just the tops removed. This reduces considerably the labor in setting up the display, and when the manufacturers shipping cases are printed the massed cases form a very good "billboard" to merchandise the display.

A profitable merchandising idea for store managers, the mix-your-own displays are a boon to candy manufacturers who are on solid ground offering display kits for this type of promotion. Point-of-purchase materials often call for a special effort from the store manager in setting up or arranging with no promise of greater returns. A high percentage of the material is, therefore, ignored. But few can ignore the proven successfulness of the mix-your-own idea. In a little over two years this merchandising scheme has grown into what might well be a staple selling pattern for candy in many types of retail outlets.

Gies heads new PR committee

Victor H. Gies will be the chairman of the newly-formed public relations committee of the National Confectioners' Association. Mr. Gies and the committee, which is composed of representatives from twenty-one candy companies, will work to develop and execute a major public relations effort aimed at emphasizing the positive value of candy through use of all the major communications media.





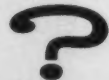

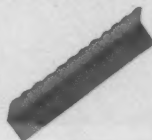

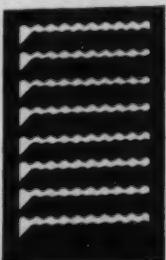
Gum deal promotes Clark bars

Ten 5¢ Clark bars are being packed in 240 count New Swell and 260 count Swell bubble gum packages in a new retailer deal by Philadelphia Chewing Gum Corp.

Promotion at Topps

Irwin Meyer has been named to the new position of assistant sales promotion manager of Topps Chewing Gum, Inc. Mr. Meyer held the same position with Hudson Pulp & Paper Corporation's consumer division before joining Topps in July, 1959.

Confex
PACKAGING
SPECIALTIES
PROTECT
CONFECTIONS
BEST!

<small>DOUBLE "X" DIVIDER</small> 	<small>TEN CELL CHERRY PARTITION</small> 	<small>"U" BOARD</small> 
<small>CIRCLE ANY SIZE</small> 	 WHAT DO YOU NEED...	<small>CANDY OR COOKIE PARTITION</small> 
<small>CHOCOLATE OR WHITE CANDY DIVIDERS</small> 	<small>BOX SHELL</small> 	<small>DIE-CUT DIVIDER AND LAYER BOARD</small> 

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New Packages



F & F cough lozenges and other products are now being packed in solid bleached sulphate boxboard containers. The original containers were gray.



James O. Welch Company is now packaging its foil-wrapped mints in a full color rotogravure foil carton. The die-cut, scored cover of the carton folds back to form a display unit. The foil carton carries through the design of the individual wrappers featuring green mint leaves.



Henry Heide has brought back "Lafayette Mixed" a blend of fruit flavored candies. They are packaged in a red, white and green box which features the Heide diamond trademark.



Doran Nut Sales Company, Denver, now packages its line of nut meats in single and double wall polymer coated cellophane bags. Minimum breakage, greater clarity and ease of handling on filling equipment are reasons cited for the change.



Thos. D. Richardson Company is furnishing backer cards for use on floor dump displays, wire baskets or shipping carts. The cards promote each of the ten holidays ahead and are colorfully printed on 14" x 21" cardboard.



Terry Candy Company's Love Nest bars are now wrapped in white opaque glassine and printed in red and blue. Both the 5 cent and 10 cent bars are packaged in this new wrapper which gives them a larger appearance.



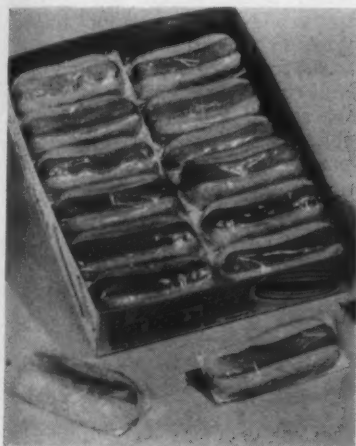
Stevens Candy Kitchens is marketing its chocolate nut, maplenut and chocolate cream fudge in a newly designed "hostess tray." The tray is made of non-plasticized styrene, pressure formed, with scoring on the underside which provides guide lines on the fudge for easy cutting. The cover is held in place by wedge-shaped key locks which allow the package to be opened and closed many times. This package will permit Stevens to sell fudge in outlets not equipped to handle bulk fudge.



Deran's Mix Up Treats family package is now made of "K" cellophane. The double weight film bag holds one and one-quarter pounds of candy.



C. N. Miller Company has introduced two new packages in its Mary Jane line. A big 10¢ bar of the molasses and peanut butter candy is wrapped in a cellophane-foil lamination. The other item is bite size Mary Janes in an opaque cellophane bag with a color illustration of the product printed on the package.



Minter Brothers is marketing cellophane - wrapped marshmallow "Hot Dog 'n Roll" as five cent items. Product identification is carried on a printed back board.



A. Sahadi has come out with a lithographed tin of hulled sesame seed candy. The bite size candies are unwrapped and are packed in 7 ounce key opening tins. They are called Pastel Squares.



...with PAK-APEAL plastic trays

Picture your candy product nestled in a PAK-APEAL plastic tray . . . a tray that is vacuum formed to fit your product perfectly . . . a tray of custom design and color created to compliment your present outside container . . . a tray designed to provide greater product protection . . . and finally, a tray that permits fully automated packaging.

It's truly a picture of profits, because only PAK-APEAL gives your package so much sales appeal and cuts packaging cost at the same time.

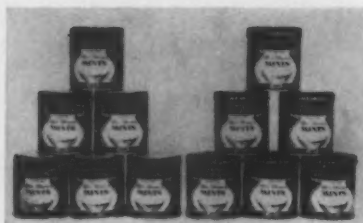
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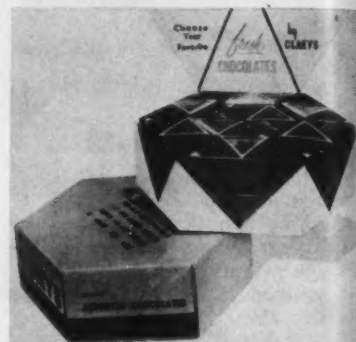


Thos. D. Richardson has introduced one pound tins of After Dinner Mints and their new Black Anise Mints. The green lithographed tins have a black cover for the regular mints.

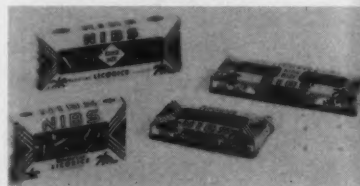
Loudy Candy Company, Bristol, Va., has plans to distribute their spearmint and horehound flavored



cough drops nationally. The cough drops are individually wrapped in cellophane and overwrapped ten to a package in printed aluminum foil. Distribution is now on a regional basis.



Claeys Candy, Inc. is shipping assorted chocolates in trapezoidal-shaped boxes which are nestled eight to a layer in a hexagon-shaped shipping and display container. Packed four layers deep, the corrugated container holds the boxes in neat stacks and when opened a trapezoidal back poster folds backward for display purposes.



The National Licorice Company has changed its Nibs package for the first time in 25 years. The five and ten cent cartons now have a product illustration printed on solid white bleached sulphate board. The switch from transparent windows was made because it was felt that the licorice did not show to its best advantage in this type of carton. The basic carton design was changed slightly but the red and yellow colors were retained for consumer identification.

General Candy Company, Chicago, is packing "Oh Henry!" candy bar miniatures in polyethylene film overwrap bags for supermarket sales.

Minute Maid Corp. is planning to market a frozen orange confection. It will be sold through supermarkets and confectionery stores after a 60 day introduction period in the Los Angeles area. The bars will be 10 inches long and will sell for about 10 cents each.

sweet success

Any size, any shape, any center — a WERMAC Candy Machine handles your candy production so smoothly and efficiently you can pack every sweet in every row with minimum cost and maximum profits. And with just a part-time attendant on hand, you can turn out up to 100 rows of uniform centers per minute . . . automatically!

WERMAC CANDY MACHINES ARE CUSTOM ENGINEERED

- available with unlimited choice of dies
- cuts or slices as desired
- handles plain, fruit or nut cream fondants, caramels
- variable speed, thickness, shape and movement

SMALLER MODEL
AVAILABLE FOR
USE IN LIMITED
PRODUCTION
SPACE

WRITE FOR
complete details and men-
tion any problems you
may wish considered



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MANUFACTURERS OF EFFICIENCY EQUIPMENT FOR
BAKERS AND CANDY MAKERS

New Products

A new coder has been introduced which will imprint code-dates, lot or control numbers in any location on flat folding cartons at speeds to 350 per minute. The machine can be magazine fed or controlled by foot-pedal and it will handle almost any shape carton from 3/4" x 2" to 8" x 12".

For further information write: Adolph Gottscho, Inc., Hillside 5, N. J.

A high speed bunch wrapping machine has been developed which will wrap up to 550 individual round tablets per minute. Tablet sizes can range from 3/4" to 1 1/8" in diameter and from 1/4" to 9/16" in thickness. This model works on a new principle of continuously rotating feed rollers which operate in conjunction with a rotary knife. The rollers feed wrapping material (which may be unprinted or printed, cellophane or waxed paper) from a single reel mounted horizontally. Cut wrappers are fed into individual pairs of small grippers mounted on a continuously rotating carrier wheel. Tablets feed vertically from a small hopper into individual pockets in a continuously rotating feed wheel prior to transfer to the wrapping wheel. This machine was produced in England by Forgrove Machinery Company, Ltd.

For further information write: Package Machinery Company, East Longmeadow, Mass.

A booklet is available which describes how to use color on corrugated containers. Ten product-news situations are described which call for the use of color on shipping containers. Twenty-one key colors are studied for their psychological effect on both men and women. Copies are available free of charge.

For further information write: Stone Container Corp., 4200 West 42nd Place, Chicago 32, Illinois.

A fully automatic, high speed machine for closing filled set-up boxes has been developed. The lidding machine offers automatic closing which can be set up in the filling operation line. Adjustments for different size boxes can be made with handwheels and the lidded can be moved from one place to another. The maximum box size which the machine can handle is 22 inches by 14 1/2 inches by 4 1/2 inches.

For further information write: Charles Beck Machine Corp., Dept. 15, King of Prussia, Pennsylvania.

The development of a machine for forming, filling and sealing packaging in unsupported polyethylene film has been announced. Called the Poly Packager, the machine is available as a base machine with volumetric fillers or with net weight scales. The single tube machine will handle a wide variety of products and bag sizes. The range covers bags up to 9 inches wide and 13 inches long.

For further information write: General Packaging Equipment Co., 6100 Westview Drive, P.O. Box 19031, Houston 24, Texas.

The word for
Candy Packaging is...

Glassine

Rhineland Glassine paper keeps candy fresh . . . in appearance and taste. Provides versatile protection in candy packaging. Glassine is economical, prints well and performs smoothly on automatic packaging equipment.

Rhineland Glassine is available in a wide variety of glossy sales appealing colors . . . embossed, opaque and translucent grades. Write for samples.



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Hundreds of manufacturers have found multi-packs a tremendous sales builder. They sell 2, 3, 4 or more of a product instead of merely one. And everybody benefits. Manufacturers and distributors get greater profits. So do retailers—along with less handling and faster pricing, stocking and checkout. The consumer gets shopping convenience, greater availability of the product at home and worthwhile economy. What's the best packaging material for multi-packs? Sparkling, transparent cellophane.

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An automatic packaging machine has been developed which the manufacturer claims will count and package lollipops to a plus one, minus zero accuracy at the speed of 30 bags a minute. Higher speed is obtainable for smaller packages. Pre-wrapped caramels run through the machine at the rate of 35 bags a minute. Forming, weighing, filling and sealing are accomplished in one automatic operation and nearly all heat-sealable materials can be used in the machine.

For further information write: Mercury Heat Sealing Equipment Co., 2601 North Howard St., Philadelphia 33, Pa.

A new carton sealing process has been developed which makes possible the use of single-structure cartons to handle many types of hydroscopic products, eliminating the need for

inner bags and overwraps. The new process involves application of a specially-developed hot calking compound under the carton end flaps (Van Buren ears). The calking process can be added to existing Van Buren ear carton machinery at low cost.

For further information write: Dept. MJ, Packaging Corporation of America, Ohio Boxboard Division, Rittman, Ohio.

A complete volumetric packaging line has been developed which will transfer free flowing, non-liquid products in interlocking buckets from bulk containers to filling units. Buckets discharge at one or more points and can service several filling machines. The fillers handle containers up to five pounds with accuracy within 1/10th of a gram. Variable speed conveyors operate with the fillers to provide a continuous, automatic operation.

For further information write: Frazier and Son, 20 Industrial West, Allwood, Clifton, New Jersey.

A molecular essence recovery process has been developed to recover the volatile flavor components from fruits as they are being processed. It is claimed that this process produces a full spectrum of essence of 500 to 1,000 fold in strength and at temperatures and times comparable to those required in the vacuum concentration process.

The process consists of two major developments. The first one can be used by all types of processors for the recovery of essences during their own process in their own equipment; essence recovery units can be installed on their own kettles or vacuum pans for the recovery of essences as the product is being cooked or processed. The second part covers the purchasing of concentrated juices or purees, wherein essences have been recovered both in the pressing and processing operation.

The principal advantage claimed for concentrates produced by this new process include the recovery of more than 90% of the full spectrum of essence and the retention of highest quality color and flavor. It might be interesting to find out what essence might be recovered by this equipment if it were mounted on a chocolate conche.

For further information write: Sunshine Packing Corp., North East, Pennsylvania.

THERE'S A REAL MERCHANDISING OPPORTUNITY IN MULTI-PACKS

BY ROBERT H. GILJOHANN

Market Development Department,
American Viscose Corporation,
Film Division



Candy manufacturers were quick to use multiple unit packaging for their products. Small bars and boxes of candy were ideally suited for unitizing in lots of 5 or 6. These

multi-packs have increased sales, made handling easier and won favor with retailers and consumers alike.

But, in order to be a truly effective sales tool, multi-packs should not merely be used to unitize—but also to merchandise.

The use of cellophane to show the contents of a multi-pack is important. But equally so is a sales message or illustration that stimulates impulse buying. Cellophane can also be used to do this most effectively because it prints with jewel-like quality.

Use the cellophane overwrap for a sales message about economy, convenience, a party pack, or school snack.

Use it to tell about the quality of your product.

Use it for special holiday messages, special sales, savings or offers. Or use it to create appetite appeal by showing a large cross section of a candy bar with its luscious filling.

These are just a few ideas to stimulate your thinking. You'll find many more in our new multi-pack handbook. Call your Avisco cellophane representative or write to me. We'll be happy to send you a copy.

AMERICAN VISCOSE
CORPORATION
FILM DIVISION

1617 PENNSYLVANIA BLVD.
PHILADELPHIA 3, PA.

AVISCO

CANDY PACKAGING AND MARKETING

Published bi-monthly by

THE MANUFACTURING CONFECTIONER PUBLISHING CO.

418 NO. AUSTIN BLVD.
OAK PARK, ILLINOIS

Publishers of

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THE CANDY BUYER'S DIRECTORY

THE PURCHASING EXECUTIVES

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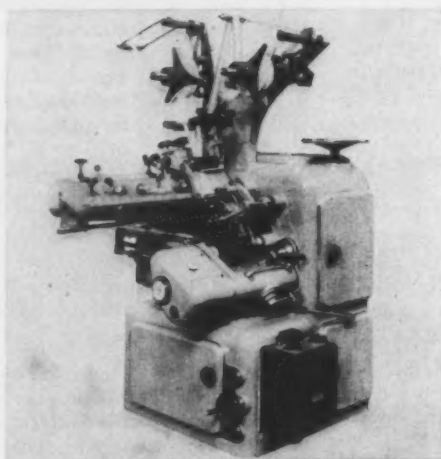
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FEBRUARY Vol. 28, No. 1 1960

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GD Supermatic

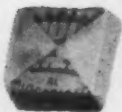


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**For high-speed cut, form
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or chewing gum. Change
wraps in 30 minutes,
with wrap speeds up to
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SWEETONE WAVEE PARCHMENT is the
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safeguard against breakage for candy.

Write Today for a new folder con-
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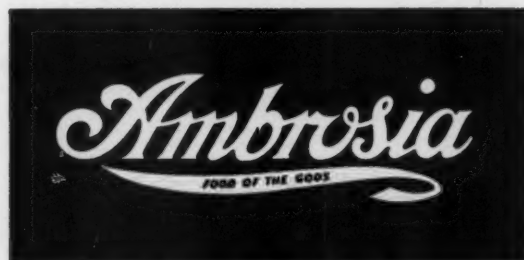


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Ambrosia food of the gods
Coatings are your assurance of the
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finest candies. Choose from Milks,
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FLAVOR	PRICE Per Gal.	Butters' Syrups 10 Gal.	Cream Centers 100 Lbs.	Hard Centers 100 Lbs.	Puddin' Jellies 100 Lbs.	Emulsions and Extracts Gallon	Gelatin Dessert Powders 100 Lbs.	Ice Cream 5 Gal. Mix	Icing 100 Lbs.	Shortbuds 5 Gal. Mix	Soft Drink Powders 100 Lbs.
Lemonberry No. 2	\$19.00	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
*Maple	16.75	1/2-1/4	1	1 1/2	1/2	4	2	1	1	1	1
*Maple Walnut	25.00	1/2-1/4	1	1 1/2	1/2	4	2	1	1	1	1
Marschino Di Zora											
*Mascot											
*Mask	47.00										
*Orange-Pineapple	16.00	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
*Orange-Fresh Pineapple	16.00	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
*Passion Fruit	18.00	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
Peach	16.00	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
Pear	13.00	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
*Pineapple	16.25	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
*Fresh Pineapple	16.25	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
Pistache	16.00	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
Plum No. 2	16.00	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
Plum	13.25	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
Port	16.00	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
Quince	16.00	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
*Quince-Orange	16.25	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
*Raspberry	16.75	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
*Raspberry No. 2	16.75	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
*Black Raspberry	16.75	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
*Root Beer	15.25	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
*Root Beer No. 2	15.25	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
Rose No. 2	20.00	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
Rum	16.25	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
*Sarsaparilla	18.00	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
*Sherry	16.00	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
Strawberry F.F.E.	18.5	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
Strawberry P.F.E.	18.5	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
Strawberry New	18.5	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1
Wild Strawberry	17	1/2	1/2	1 1/2	1/2	4	2	1	1	1	1

EKOMO® IMITATION FLAVORS

Picking winners is a cinch—if it's flavors you're choosing—not horses! Performance records prove the point that this group of EKOMO® IMITATION FLAVORS is used more widely by food, beverage and confectionery manufacturers than is any comparably priced group of flavoring specialties. EKOMO Flavors are favored because of their great economy and universal application, and because they constitute the most comprehensive selection of highly concentrated artificial fruit and other flavors available. Adaptable for use in all types of confectionery, syrups, extracts, emulsions, gelatin dessert, soft drinks and pudding powders, they'll give you a good ride for your money whichever flavors you use. For more details, write or phone our Flavor Division in New York.



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Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

Chewy Candies; Caramels; Brittles

Code 2A60 Licorice Toffees 2 ozs.—10¢

(Purchased in a variety store, Chicago, Ill.)

Appearance of Package: Good
Container: Cellulose tube sealed on both ends. Printed in red, white and blue. Pieces are wrapped in colored printed wax paper. Colors of wrappers are good.

Toffees:
Color: Good

Center:
Texture: Good
Flavor: Licorice: good
Remarks: Very good eating licorice toffees. Cheaply priced at 10¢ for 2 ozs.

Code 2B60 Chocolate Panned Almonds 1½ ozs.—10¢

(Purchased in a variety store, Chicago, Ill.)

Appearance of Package: Good
Container: Glassine tube sealed on ends. Printed in buff, dark brown and white.
Almonds: Almonds are chocolate panned and outside coating of buff sugar.

Color: Good
Texture: Good
Chocolate: Good
Almonds: Good
Taste: Good

Panning: Very good
Remarks: A different type of panned chocolate almonds. Very good eating and of good quality.

Code 2C60 Licorice Cream Caramels 8 ozs.—75¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good for this type of confection
Container: Long oblong box, one layer type. Black glazed paper top printed in white. Cellulose wrapper.

Appearance of Box on Opening: Good
Caramels: 16; cellulose wrappers.

Color: Good
Texture: Good
Flavor: Licorice: good
Remarks: A very good eating licorice caramel. Highly priced at 75¢ the half pound.

Code 2D60 Peanut Brittle 1 lb.—85¢

(Purchased in a fancy food store, Chicago, Ill.)

Appearance of Package: Good
Container: Long oblong box, one layer type. Brown paper top, overall imprint of store in pink. White board tag in center printed in gold, red. White paper wrapper, overall silver line printing.

Appearance of Box on Opening: Good
Brittle:

Color: Good
Texture: Good
Taste: See remarks
Remarks: Suggest peanuts have a higher roast and more salt to improve the flavor. Peanuts in brittles should have a good high roast. Highly priced at 85¢ the pound.

Code 2E60 Assorted Cellulose Wrapped Caramels ½ lb.—75¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good
Container: Oblong box, white paper top, printed in gold and white. Imprint of convent in black.

Number of Pieces: 24
Caramels: Vanilla and vanilla nut; chocolate and chocolate nut
Colors: Good
Textures: Good
Taste: Good

Remarks: The finest caramels we have examined in a long time. Very well made and of the best quality.

Code 2F60 Chocolate Covered Pecan Fudge Bar 5 ozs.—20¢

(Purchased in a chain variety store, Chicago, Ill.)

Appearance of Bar: Good

Candy Clinic Schedule For the Year

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—Assorted Chocolates up to \$1.15

APRIL—\$1.20 and up Chocolates; Chocolate Bars

MAY—Easter Candies; Cordial Cherries

JUNE—Marshmallows; Fudge

AUGUST—Summer Candies

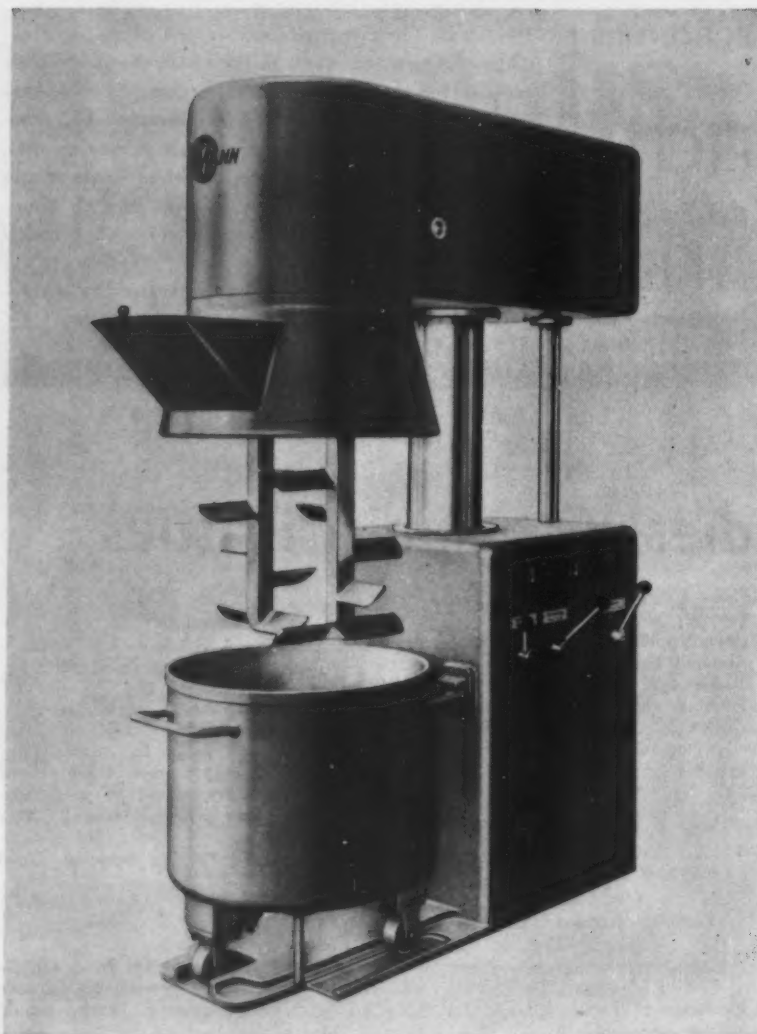
SEPTEMBER—Uncoated & Summer Coated Bars

OCTOBER—Salted Nuts; Gums & Jellies

NOVEMBER—Panned Goods; 1¢ Pieces

DECEMBER—Best Packages and Items of Each Type Considered

During the Year.



THE LEHMANN PLANETARY MIXER

improves output and reduces cost

No engineering detail has been overlooked to make this modern Mixing and Kneading Machine the most efficient and economical in its field. For the intensive and uniform mixing of highly fluid, viscous and pasty materials it is unsurpassed.

The planetary action is uniquely effective. Two mixing spindles equipped with helically arranged vanes move along the tank wall while rotating at high speed around their own axes. The mixing mechanism is raised and lowered automatically.

Swivel, tilting, run-out or stationary tanks are provided in capacities from 1 to 350 gallons. The use of several tanks permits almost continuous production. The machine is available in several types and power specifications. Stainless steel or other metals are obtainable if required. The unit can be cleaned quickly when frequent changes are desired in shade or type of product processed. Maintenance costs are unusually low.

Write or telephone for prices and further information.



J. M. LEHMANN COMPANY, Inc.

550 NEW YORK AVENUE, LYNDHURST, N. J.

Wrapper: Long, oblong shaped bar. Dark coating. White board folder, gold foil wrapper. White paper outside band printed in gold and brown.

Bar:

Coating: Good

Gloss: Good

Taste: Good

Center:

Color: Good

Texture: Good

Taste: Good

Remarks: A very fine eating fudge bar. Neat and attractive wrapper.

Code 2G60

Hard Candy Butter & Wine

Hard Candy Tablets

10 ozs.—\$1.35

(Sent in for analysis)

Appearance of Package: Good

Container: Very attractive glass jar and glass top. Similar to the old fashion candy jars used some years ago. Paper seal printed in gold and blue. Imprint of a monastery in blue.

Tablets: Each wrapped in printed cellulose.

Colors: Good

Texture: Good

Flavors: Good

Remarks: Good eating hard candy tablets but highly priced at 10 ozs. for \$1.35.

Code 2H60

Rum Flavored Filled Toffees

1 lb.—79¢

(Purchased in a department store, Chicago, Ill.)

Sold in Bulk: Pieces are wrapped in paper backed gold foil, outside wrapper of printed cellulose.

Toffee:

Jacket: Good

Center:

Color: Good

Texture: Good

Taste: See remarks.

Remarks: The center had an "off" taste like old grease. Suggest center be checked as it left a bad after-taste.

Code 2I60

Toffees

10½ ozs.—69¢

(Purchased in a food store, Chicago, Ill.)

Appearance of Package: Good

Container: Round tin can similar to a one pound coffee tin. Friction top. Buff colored, printing name etc. in red, gold, green and blue. Imprint of Queen Anne in color. Cellulose wrapper. Toffees wrapped in colored printed wax paper and foil.

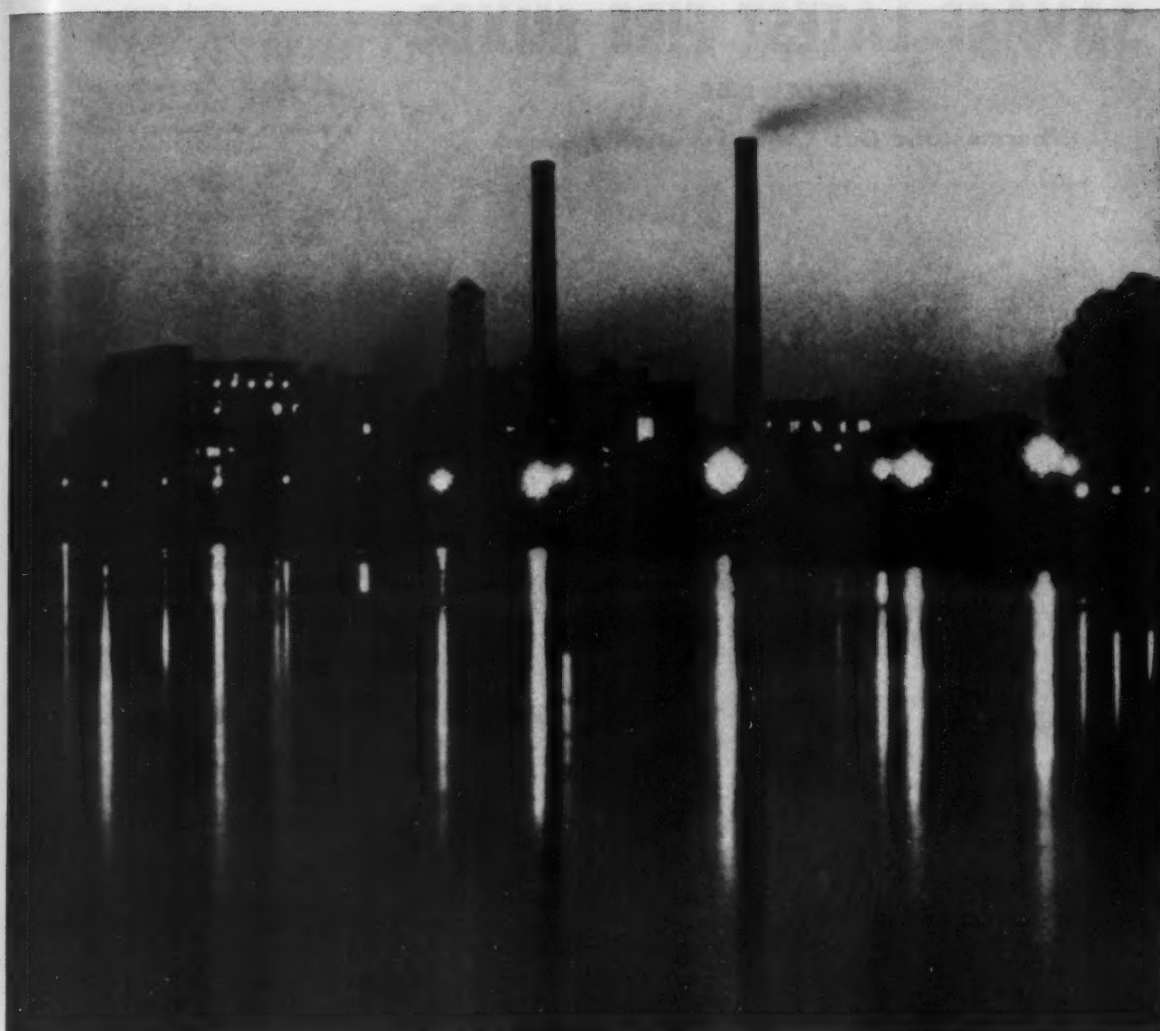
Toffees-Assorted:

Colors: Good

Texture: Good

Taste: See remarks.

Remarks: Toffee had a strong old taste, like grease. Suggest fat used be checked as it spoiled the taste of the toffee, and left a bad after-taste.



24 HOURS A DAY

Better Confections with Clinton Products from corn

And with confections, it's quality ingredients that count. Clinton corn syrups provide added body, improved texture and shelf life. Why not try Clinton corn syrups today?

**CLINTON TECHNICAL
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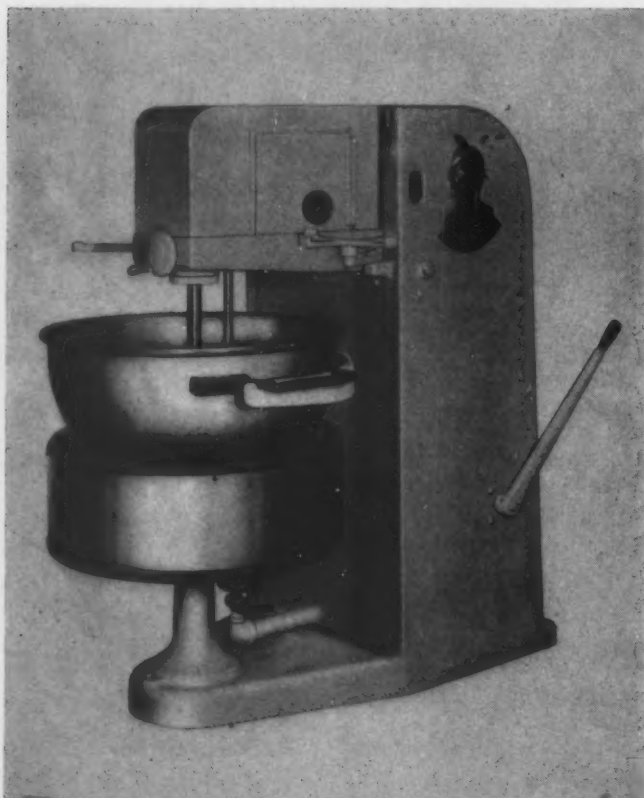
CLINTON CORN PROCESSING COMPANY, CLINTON, IOWA

for February 1960 — 49

SAVAGE LATEST FIRE MIXER

MODEL S-48

Thermostatic Gas Control—Variable Speed



The Savage Latest Fire Mixer, Model S-48, is Streamlined and Sanitary and has many new features and conveniences:

- Automatic Temperature Control
- Variable Speed from 30 to 60 RPM
- Break-back within floor space 32" x 48"
- Aluminum Base and Body Castings
- Atmospheric Gas Furnace with Stainless shell
- Removable Agitator, single or double action
- Stainless Cream Can and Stainless Drip Pan
- Copper Kettle 24" diameter 12½" deep or 16" deep

You can save labor and obtain uniform batches by setting the thermostat for degree cook desired. It cooks and mixes batches of caramel, peanut brittle, peanut candies, fudge, nougat, gum work, and with double action agitator is ideal for coconut candies and heavy batches.

Your inquiry invited

SAVAGE BROTHERS COMPANY

2638 Gladys Ave.

Chicago 12, Ill.

Code 2J60
Cashew Nut Brittle
1 lb.—75¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good for this type of confection.

Container: Waxed board tub, similar to a one quart ice cream container. Acetate top. Container printed in yellow and brown.

Brittle:

Color: Good

Texture: Good

Amount of Nuts: Very Good

Roast on Nuts: Good

Remarks: The best cashew brittle we have examined in some time. New and attractive container. Cheaply priced at 75¢ the pound.

Code 2K60
Old English Toffee
4 ozs.—25¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good

Piece: Piece is in the shape of a square bar. Embossed paper back foil wrapper, white paper band printed in blue and red. Imprint of toffee in brown. Overall wrapper of cellulose.

Toffee:

Color: Good

Texture: Good

Taste: Good

Remarks: The best toffee of this kind we have examined in the past year. Very well made and good true butter flavor.

Code 2L60
Hard Candy
Buttered Fruit Tablets
10 ozs.—\$1.35

(Sent in for analysis)

Appearance of Package: Good

Container: Very attractive glass jar and glass top. Similar to the candy jars used some years ago. Paper seal printed in gold and blue. Imprint of a monastery in blue.

Tablets: Each wrapped in colored printed cellulose

Colors: Good

Textures: Good

Flavors: Good

Remarks: Good eating hard candy tablets but highly priced for hard candy tablets.

All subscribers are entitled to send samples of their candy to the Candy Clinic for analysis and report. Address duplicate samples, with approximate retail price, to The Candy Clinic, c/o The Manufacturing Confectioner, 418 N. Austin Blvd., Oak Park, Illinois.

The estimation of fats and cellulose in cocoa products

By HENRY LOFT
H. Loft's Laboratory, Denmark

Fat estimation in cocoa is carried out according to the "Methods of Analysis A.O.A.C.", by shaking up the cocoa sample with benzene 10 times, and pipetting off the extract each time. The result is given as "fat". A similar procedure, but using ether as the extracting means is given in the German "Amtliche Vorschrift". The result is given as "Fett". As far as is known there is no specific Danish procedure, but the method quoted on page 3 of "Working methods for chemical investigations" produced by the "Ministry for Agriculture and Fisheries", ether extraction in the Soxhlet extraction apparatus for 20 hrs or more, and the recording of all that goes into solution as raw fat, is an excellent method for the purpose.

In the case of fat estimation in pulverized cocoa shells, which besides being used as a feeding stuff are also used as a cocoa filler, the first two procedures cannot be used, because according to H. Fincke: "Handbuch der Kakaoerzeugnisse", the fat-stuffs in the cocoa shells are incorporated in the mucous cells of the cocoa shell, and are therefore very difficult to extract, so that a very finely ground sample, or a very long extraction time, is necessary. Complete extraction is also according to H. Fincke only possible with ether, in that only about 70% of the fats are soluble in benzene. There are thus many opportunities for controversy between the various laboratories as to the amount of raw fats in cocoa. It will be seen from table IV that even finely pulverized cocoa shells should be extracted for 30 hours, while with cocoa 8 hours is enough, if it is not desired to include the last slight remainder. This is presumably found in the shell parts which the article always contains, so that a 20 hours extraction in such a case should be preferred.

Reproducible estimations of cellulose—Holzfaser—crude fibre—in cocoa shell powder seems also to cause most laboratories difficulties. The main procedures in this case are three: A.O.A.C. gives boiling of the defatted ground sample for 30 mins. with respectively 1.25% H_2SO_4 and 1.25% NaOH solution.

The Danish method (Wender) is very close to the above, giving fine grinding and the use of

1.25% H_2SO_4 , but 1.25% potassium hydroxide solution. The German "Amtliche Vorschrift" sets down for cocoa products alternately boiling twice for 1 hour with 1.25% H_2SO_4 and boiling out twice for 1 hour with 1.25% KOH solution. The description requires defatted material, but says nothing regarding fine grinding. Finally, the so-called Koenig's method is quoted in the German literature, which is based on the autoclaving of the sample for 1 hour at 137°C with a 2% sulphuric acid-glycerine. The sample should be defatted, but nothing is said as to fine grinding. On the other hand, in the case of the last two methods the possible deduction of raw protein content is quoted, it being remarked, however, that this is often left out, because the raw protein in the majority of other food-stuffs and feeding-stuffs is usually only found in relatively small amounts. In cocoa shell, however, the content is very high, up to 26%, so that N estimation and the deduction of raw protein is essential. (Table II.) This deduction however becomes quite superfluous if the "Amtliche Vorschrift" (Wender), or Koenig's method is used, and the sample is defatted and sufficiently finely ground.

As there is 6-7% ash present in cocoa shell, the true cellulose content should be at this level, but agreement seems to be lacking at this point. H. Fincke quotes in "Handbuch der Kakaoerzeugnisse" 10-29%, while we here have had a very coarsely ground sample which gave 22.1% according to Wender "Amtliche Method". Further, another sample with a particle size of up to 200 Microns gave 11.7% crude fiber, while the same sample after fine grinding to a particle size of up to 100 Microns gave a crude fiber content according to Wender's "Amtliche Method" of 5.10%, but estimated according to Koenig 6.60%.

There is thus all possible grounds to believe that the true crude fiber content of cocoa powder in the form of normally pure commercial product lies around 4%, and in cocoa shell powder at 6-8%.

As the crude fiber content of cocoa powder in Denmark must not exceed at the most 4%, and in the U.S.A. 7%, and cocoa shell powder is used as a filler, it is of the greatest importance that the methods used for estimation be exact.

In the instructions a statement of how finely the sample should be ground is lacking, and experiments have in fact shown that a particle size of the most 100 Microns must be considered necessary in order to obtain a reliable cellulose estimate. The superficial area of the particles is multiplied many times as a result of the fine grinding, and the possibility for the sulphuric acid or lye to take effect thereby increased, and in particular Koenig's method, which depends on an acid treatment alone,

is very dependent on the degree of fineness of the particles. (Table IV, 3rd and 4th horizontal rows.) The majority of procedures give the analyst free choice of filtration apparatus, and in this connection it should be remarked that the high content of mucous substances in the cocoa shell and their tendency to precipitation when the temperature falls below 100°C makes a sufficiently quick filtration through the Gooch-pot's asbestos filter impossible, so that the double layered cottonwool

Table IV.

The estimation of raw fat after the "Working methods for chemical investigations" produced by the "Ministry for Agriculture and Fisheries". The estimation of crude fiber (except the Danish Wender method is carried out on defatted material.

Sample marked	Micron maximum	raw fat after 8 hrs. %	raw fat after 20 hrs. %	raw fat after 30 hrs. %	crude fiber Wender's Danish method %	crude fiber Wender's Amtl. method %	crude fiber Koenig's method %	ash %
English cocoa	200	22.60	23.40	23.45	11.61	3.60	4.40	5.10
Danish cocoa	200	20.02	20.28	20.30	13.80	5.10	4.20	5.55
Industr. cocoa								
INTRATEX	200	5.20	7.51	8.45	15.75	8.20	7.28	7.05
*) the same finely ground	100				11.71	5.10	6.60	6.95
Industr. cocoa mrk. I	100	6.21	7.45	9.42	16.80	5.10	6.50	6.10
Industr. cocoa mrk. B	100	7.12	9.33	10.85	12.20	6.20	5.60	5.65

*) Fine grinding is carried out on 20 gms of the sample mixed with sand, in a ball mill. Duration 3 hours. Size of balls, 20 mm.

**) After the N deduction.

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plate—milk filter placed on the Buchner funnel—is to be preferred.

As will be seen from the tables I, II and III, there is steady parallelism between crude fiber content in cocoa products, so that ash estimation is an excellent index for the correctness of the crude fiber estimation. Only the two cocoa samples deviate from this rule, but as these are alkalized and contain approx. 1.25% alkali, it will be seen that their true ash content approaches that given by H. Fincke in table I for the normal content in cocoa beans.

Summary:

- 1) The raw fat estimation given in "Working methods for chemical investigations" is well suited to fatstuff analysis in pulverized cocoa shell, however a rather longer extraction time is necessary, especially if the sample is not finely ground.
- 2) The Wender method given in "Working methods for chemical investigations" is unsuited to crude fiber estimations in cocoa products, just as is the method given in A.O.A.C. even though the sample is finely ground (maximum under 100 Microns).
- 3) The German "Amtliche Vorshrift" and Koenig's Method" give good agreement in defatted, finely ground material, if the particle size is brought below 100 Microns.
- 4) The ash content in cocoa products corresponds approximately to the cellulose content, so that the ash estimation is a good index for the correctness of the crude fiber estimation.

Table I.

Literature declaration of ash and crude fiber content in different fruits.

	Ash—%	Crude fiber—%
Rye	1.2 —1.3	1.0 —1.10
Wheat	1.2 —1.3	0.66—0.96
Maize	1.0	0.80
Soybean	1.5	1.5
Almond	3.0	2.7
Peanut	3.0	3.5
Cocoa bean	3.36	3.68

Table II.

Ash content in several samples of cocoa shells, (particle sizes about 200 Microns) and crude fiber content (Koenig's method) after deduction of raw protein.

Sample marked	Ash—%	Crude fiber—%
6/11	6.70	6.04
1/9	6.45	6.30
2/9	7.45	6.20
19/7	8.55	7.60
average:	7.36	6.54

Table III.

Ash content and crude fiber content estimated after the Koenig's method in finely ground matter (particle sizes below 100 Microns).

Sample marked	Ash—%	Crude fiber—%
18/5	6.05	6.55
30/4	6.60	6.20
5/4	6.75	6.86
2/4	6.10	6.96
18/3	7.80	6.80
5/3	8.15	6.80
average:	6.91	6.69



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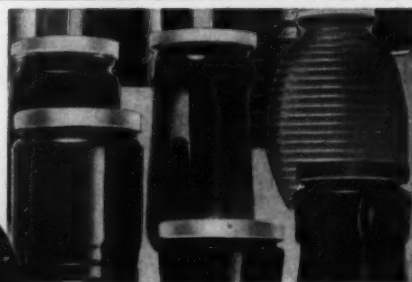
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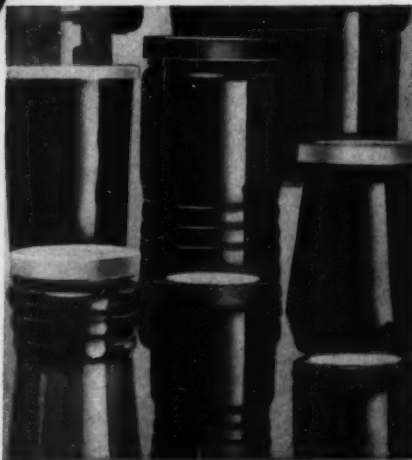
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Confectionery Analysis and Composition

by *Stroud Jordan and Katheryn E. Langwill*

This volume, first published in 1946, is still the only published reference work on the subject of confectionery analysis. It concerns itself with applicable data that covers composition of basic raw materials as well as that of the finished confections in which they have been employed.

Your Future Factory

by *V. P. Victor, M.E., P.E.*

A twenty page booklet contains the essentials of modern factory planning. It includes plant layout, process design, materials handling, building and structure, production line and financial planning. This is a reprint of the five part article which appeared in *The Manufacturing Confectioner* in 1958. Mr. Victor is well qualified to advise on factory layout since he has had considerable experience in such planning together with experience in design of candy machinery and process development. He is a consulting engineer with headquarters in New York City.

How to Salvage Scrap Candy

by *Wesley H. Childs*

This booklet is a complete revision of the author's work "Modern Methods of Candy Scrap Recovery" published in 1943. A considerable amount of information has been collected since that time on methods and techniques of salvaging scrap candy. This booklet covers all types of candy, and gives many practical and economical ways of converting scrap candy into a useful form for re-use.

A Textbook on Candy Making

by *Alfred E. Leighton*

Here is a textbook where the reader can learn the basic fundamentals of candy making, the "how" and "why" of the various operations in non-technical terms. Particular attention is given to the function of raw materials, and why each is included in a formula.

The Candy Buyers' Directory The Directory of Candy Brokers

1960 Edition

The Candy Buyers' Directory is an alphabetical and classified directory of wholesale candy manufacturers giving information on what type of candy is made by each firm, and in some cases the type of packaging used. The Directory of Candy Brokers is a geographical listing of over 600 candy brokers giving the accounts that they handle, the territory covered and the number of salesmen.

Profits Through Cost Control

by *Frank Buese and Eric Weissenburger*

This material deals with the problems of cost control in candy plants including planning for profit. The emphasis is on planning operations so that a profit will be made, and in early detection of those factors which will adversely affect profit.

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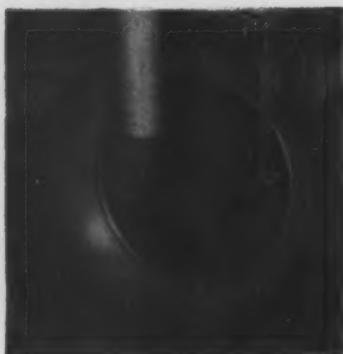
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7-1/2 lbs. straight sugar fondant
5 lbs. almond paste
powdered cinnamon

Procedure:

Blend the fondant and almond paste together in a mixer at low speed. Then roll it out by hand in uneven shapes and sizes to average about forty

pieces to the pound. Sand the pieces in powdered cinnamon. If the result is too strong a cinnamon flavor you can mix some cocoa powder in the cinnamon. Simulate eyes in the potatoes by pressing with a toothpick. Package three or four ounces in a cellophane bag and insert the package into a burlap bag. You can make up the bags from 10 inch squares of burlap. Sew up the bottom and sides. After inserting the cellophane bags, tie up the corners to simulate the old style potato bags.



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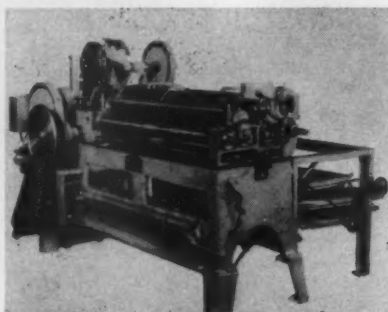
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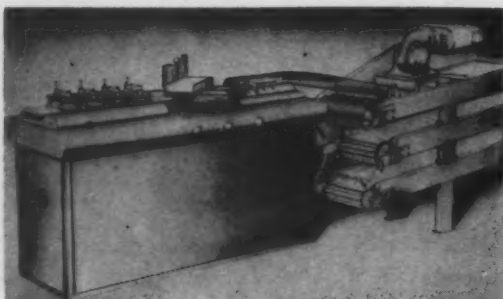


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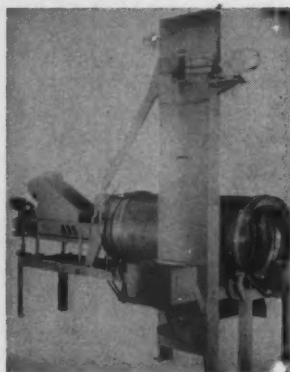
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the manufacturing retailer

Elliot Crane; cactus candymaker



Elliott Crane picks up a batch of mints while another is in work on the ball beater in the background. His father and grandfather were candymakers, accounting for his expert knowledge and his interest in this art.

Making candy is a pretty sticky business for almost anyone, but to Elliot Crane of Tucson, Arizona, it is doubly so. His kitchen processes something like six tons of barrel cactus annually to furnish tourists and winter visitors with that "something different" to send off as a gift for the folks back home.

Tough as the cactus may be, the real thorny problem for Crane, as it is for every other manufacturing retailer, is the business of turning out consistently high quality candy at nearly stable prices, in the face of constantly rising costs for rent, raw materials and labor.

"As a strictly local manufacturer-retailer, our business has its problems," he points out. "Costs for supplies and for rent have skyrocketed in recent years while retail prices do not keep pace. In order to meet competition in price with big-name houses, a local candy kitchen operator must give his customers high quality, fresh products and still keep his prices slightly lower. This seems only reasonable to the buying public since there are no jobbing and shipping costs involved for the local manufacturer."

As at least a partial solution to the problem, Crane has moved his candy kitchen out of the downtown district where it was formerly located,



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into a low rent area. Only the small retail shop, fronting on one of Tucson's busiest shopping streets, remains in the high rent district.

"By splitting the business apart and moving the actual kitchen away from downtown, we gained several advantages," Crane points out. "We have been able to obtain more space for less money, for one thing. This means that we can use more machinery—labor saving and safety devices. In the old kitchen connected with the shop we had about 8 by 25 feet of space, and could hardly move ourselves let alone install modern equipment. Now

we have 2100 square feet. This gives us a chance to move around. We can turn out more candy and do it with less physical labor and with less danger to ourselves. It used to be a backbreaking job to move those huge, hot containers and there was always the danger of slipping and getting a bad burn as a result. Now a machine moves and tips and saves us the work and the worry.

"By increasing our output slightly and lowering the cost of our rent, we have been able to keep retail prices from rising up out of sight. For instance on the same box which retails for \$1.45 in our shop, the price is about 80 cents more on other brands.

"However, we have no intention at all of going in for the really big production. We want to maintain both quality and reasonable price and we want to continue to be the local 'candy kitchen' making sweets for our home town.

"Going into larger production", he points out, "would necessitate making changes in the basic recipes used for Crane's candies for one thing. It doesn't work to double, redouble and then double some more on a recipe. And we intend to stick to the family recipes which have been handed down from generation to generation. My father and his father before him were candy makers. I just sort of grew up and into candymaking. Of course, we had new things to meet customer demand and we work our special items for novelty—but our basic business is from the old basic recipes."

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Feeding a small enrober. Crane is unusually mechanized for his sized operation.

Crane says that the greatest difficulty in having the kitchen and retail shop located in different areas of the town is encountered in having to transport the candy. "And," he adds, "I'm not right there in the back so that I can step in and give a hand at the counter during a rush and still keep an eye on the kitchen." However he feels that the advantages to him and to his customers far outweigh the disadvantages of the new arrangement.

Notwithstanding the cactus candy, the bulk of Crane sales are standards. But even here he finds that there are marked differences in tastes which must be taken into account in making candy. For all their rugged western reputation, the native son and daughter in Old Pueblo have a marked preference for mild, sweet milk chocolate in their candy. This is a steady year-round staple. But, during the winter season, when tourists and winter residents from the East flock to Tucson, the demand for dark chocolate shoots up as the seasonal visitors make their preference known.

Back to that cactus, which is called bisnaga by the Mexicans who "chop" it from the desert in ton lots to supply the candy store, the spines and exterior of the plant are removed and the pulp found inside is candied. It produces a confection somewhat like candied pineapple. Approximately 12,000 pounds of cactus will satisfy the tourist trade for one year, Crane reports.

Another specialty produced by the Crane candy kitchen to satisfy the cosmopolitan taste of Tucson's residents and visitors is marzipan, the French almond confection which spells out memories of home and childhood to many persons of European extraction.

"Because of our location in a resort area which

is visited by people from all over the world, we have come to know the tastes of many well-known people and to supply them," Crane points out. He mentions the cactus candy shipped off to Madam Chiang Kai-shek and the boxes of peanut brittle which follow the Fords back to their family home in Dearborn.

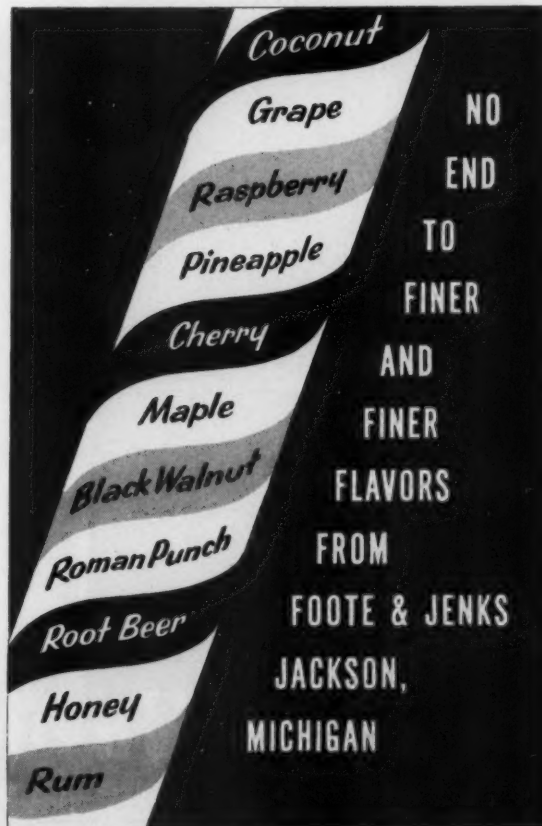
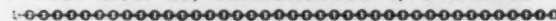
But personal preferences of famous customers, novelty ideas and new items all taken into consideration, Crane's continues for the most part as the family candy kitchen using the old family recipes.



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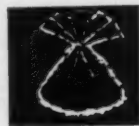
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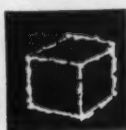
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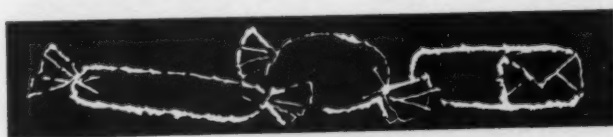


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Charles Payne dies

Charles L. Payne, former president of Wallace & Company, died after a short illness at the age of 73. Mr. Payne was an active member of the Candy Executives' Club of New York City up to the time of his death.

Wisc. retailer opens 7th store

Quality Candy Shoppes of Milwaukee, Wisconsin, opened their seventh retail outlet in November in a shopping center at the junction of U. S. 41 and Wisconsin 36. This is the firm's third new location in the past 18 months and the second shopping center location.

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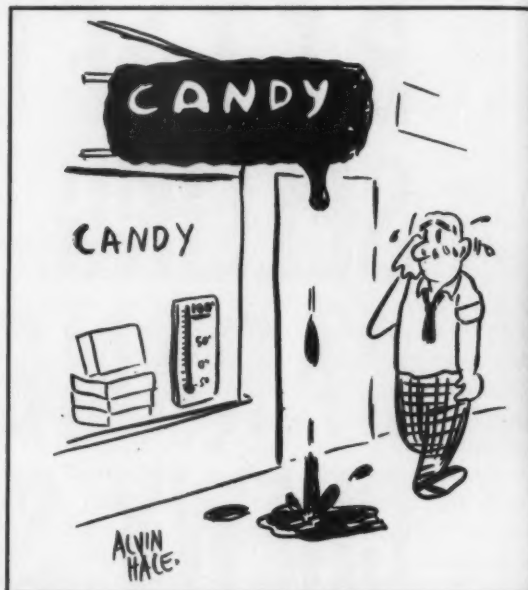
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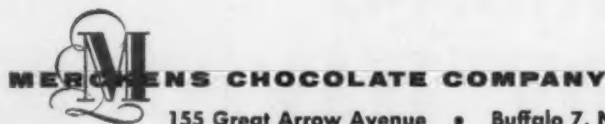
Cocoa and Chocolate Products

Luden's franchise granted

Luden's, Inc. has completed a licensing arrangement with Leeds Candy Corporation of Montreal, Canada. Leeds will produce the Luden's line of cough drops with the marketing handled by Fisher Candy, Ltd. The franchise, first ever granted by Luden's, embraces the entire British Commonwealth.



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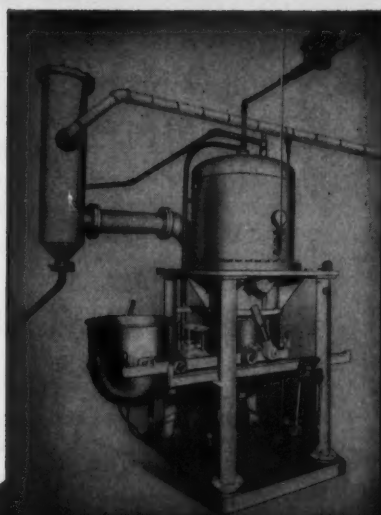
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New promotion manager at Fleeer

Robert H. Koeble has joined the Frank H. Fleeer Corporation of Philadelphia as promotion manager. Mr. Koeble will be responsible for advertising, merchandising, and sales promotion activities of Fleeer gum products.

New England retailer dead

Perley A. Hilliard, 70, passed away on January 9th in South Weymouth, Massachusetts. An old-time, retail candymaker, Mr. Hilliard was well-known in the candy business throughout the New England area.

NCA survey of members released

The National Confectioners Association has released a booklet entitled, "The Confectionery Industry Speaks" which contains the results of a survey taken among NCA active members. 65% of the candy manufacturer members returned the questionnaires. Questions on labor supply, sales possibilities, profits, expansion, and the problems facing the industry in 1960 were included. Seventy-four percent of the respondents state that they are looking forward to increased sales in 1960, but only 41% of the returns indicated an upturn in profits apparent in the next year.

Confectionery Problems

by Stroud Jordan
(Confectionery Studies, Number 1)

This is the first of Jordan's books, on which his standing as the most important candy technologist is based. I have never heard it claimed that Jordan knew more than any other candymaker. However, it cannot be disputed that he wrote more than any other person concerning the technical and scientific aspects of candymaking. His reputation in this field, particularly the recognition accorded to his memory by the American Association of Candy Technologists in the form of the Stroud Jordan Medal, rests squarely on the responsibility he felt to record his discoveries and knowledge for the benefit of the industry.

It is a little humbling to go through this book, looking for instances where the industry has taken great strides forward in the thirty years since this book was written. These instances are mighty few. It remains the final word on the status of technology in this industry.

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NEWSMAKERS

Mr. Coleman Hogan has been elected treasurer of the **American Molasses Company**. Mr. Ellis Slatoff who has served as treasurer together with holding the position of vice president and director will relinquish his duties as treasurer in order to be available to explore new business opportunities and projects for the company.

James H. Beaumont has been named assistant manager of the Corn Division of the **A. E. Staley Manufacturing Company**.

A new company has been established to produce citric acid in Mexico. A group of Mexican investors in partnership with **Miles Laboratories, Elkhart, Indiana** have set up **Quimica Mexama, S.A.**, in Mexico City, a plant that will make Mexico self-sufficient as a producer of citric acid.

Vince Detrano has joined **Penick & Ford Company** in the technical sales service department.



Hugh M. McKay has succeeded **Frederic A. Davidson** as president of **Refined Syrups & Sugars, Inc.** Mr. McKay became a member of the company's board of directors in 1954, vice president and treasurer in 1955 and general manager in 1959.

Refined Syrups & Sugars is an affiliate of **Corn Products Company**.

Clinton Corn Processing Company has announced that **H. A. Bendixen** has been elected senior vice president and **A. C. Junge** vice president and general sales manager.

Emerson F. Schroeder has been named president of **Corn Products International**, an organization which maintains processing and packing facilities in some twenty countries in Western Europe, Latin America, Africa and the Far East.

Three carton companies have merged to form a national packaging-marketing service for users of folding cartons and corrugated containers. The new firm called **Packaging Corporation of America** combines the facilities of the **American Box Board Company** of Grand Rapids, Michigan, **Central Fibre Products Company** of Quincy, Illinois and **The Ohio Boxboard Company** of Rittman, Ohio. Food packaging sales manager of this new company will be **L. J. (Bud) Moore** who was formerly with **Sutherland Paper Company** in sales of paraffined cartons and food packaging.

Proctor A. Coffin has been appointed general sales manager of the **New England Confectionery Company**. Mr. Coffin was previously general merchandising manager of the company. **E. J. Robb**, former assistant to the president of the **Sunshine Packing Corp.**, Pennsylvania, has joined **Necco** as merchandising manager.

The **Nestle Company, Inc.** in completing the reorganization of their marketing function into three division, each with full responsibility for the products assigned, has announced the appointment of **H. K. Philips** to the newly created post of vice president, administration. **Robert C. Shropshire** will join the com-

Robert C. Myers has been appointed director of the packaging sales division and **Henry C. Broems, Jr.** has been named director of the industrial sales division of the **DuPont Company's** film department.

Milprint, Inc. is closing its manufacturing facilities in **Christiana, Pennsylvania** and moving that operation into an enlarged **Downingtown, Pennsylvania** plant. On the west coast, the **Los Angeles** plant will be closed and production transferred to the **South San Francisco** plant, which will also be expanded to handle the additional manufacturing.

William C. Lytle has retired as vice president of **Atlas Powder Company**. Mr. Lytle has directed or managed at one time or another each of **Atlas'** major divisions. He has been with the company since 1917.

McCormick & Company, Baltimore, Maryland, spice firm, has purchased the outstanding capital stock of **Gorman Eckert & Company**, a leading Canadian spice and food firm.

Cellu Craft Products Corp., New Hyde Park, New York, has added an engraving department to their facilities which will enable them to maintain quality control in producing packages in their flexible packaging plant.

The new officers of the **Confectionery Salesmen's Club of Philadelphia** for the year 1960 are **Barney N. Shapiro**, president, **Franklin Chase**, vice president, **Daniel P. Platt**, secretary-treasurer. Election of these officers took place at the annual business meeting of the club on December 21st. At this meeting the **Albert Putzel** plaque for the Philadelphia area candy salesman who has done the most for candy during the year was awarded to **Daniel P. Platt**.

John R. Miller has been promoted to eastern sales manager of **Florasynth Laboratories, Inc.** Prior to this appointment Mr. Miller was assigned to **Florasynth's** midwest sales office.

John T. Gillespie, Sr. has resigned as president of **Gillespie-Rogers-Pyatt Company**, importer and processor of shellac and shellac specialties for industry. The senior Mr. Gillespie will become chairman of the board of directors and his son, **John T. Gillespie, Jr.**, will succeed him as president.

C. Cockinos, general manager of **Euromac, Inc.**, has made an announcement of the complete list of confectionery machinery to be offered by that company. The **Euromac-Bauermeister** line will consist of cocoa plants, mixer-kneaders with weighing device, five-roll refiners with and without hydraulic device, rotary conches, nib refiners, Masse cleaners, sugar mills, and the newly developed **Bauermeister-Carver** horizontal automatic cocoa press. A line of **Euromac-Sapal** adjustable automatic high speed wrapping machines which foil wrap various shapes with speeds up to 300 pieces per minute will also be offered. The **Euromac-Helios** line of starch molding plants with built-in starch drying and conditioning device, shell molding plants, hollow molding plants and a new chocolate coater with a built in automatic tempering unit completes the machinery offered to the candy industry by this new company.





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National Aniline Division	Oct. '59
Ambrosia Chocolate Co.	45
American Maize-Products Co.	June '59
Anheuser-Busch, Inc.	Dec. '59
Aromaniella Co. Inc., The	July '59
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General Foods	Jan. '60
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Sun-Ripe Coconut Corp.	July	'59
van Ameringen-Haebler, a division of International Flavors and Fragrances, Inc.	July	'59
Verona-Pharma Chemical Corp.	29	
Warner Jenkinson Mfg. Co.	Jan.	'60
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J. O. Whitten Co.	June	'59
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Wood & Selick Coconut Co.	July	'59
Woodward & Dickerson, Inc.	68	
Wm. Zinsser & Company	18	

Aasted Chocolate Machine Co.	July	'59
Acme Copper-smithing Co.	July	'59
Amaco, Incorporated		52
Bauer Brothers	July	'59
Hans Bruhn & Co.		52
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Burrell Belting Co.	Jan.	'60
Cantab Industries	Jan.	'60
Carle & Montanari, Inc.	Nov.	'59
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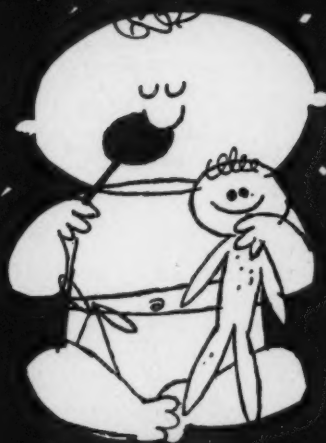
E. T. Oakes Co.	Oct.	'59
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Stehling, Chas. H., Co.	Jan.	'60
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Sweetnam, George H., Co.		41
James Thompson & Co.	July	'59
Visking Company	Dec.	'59

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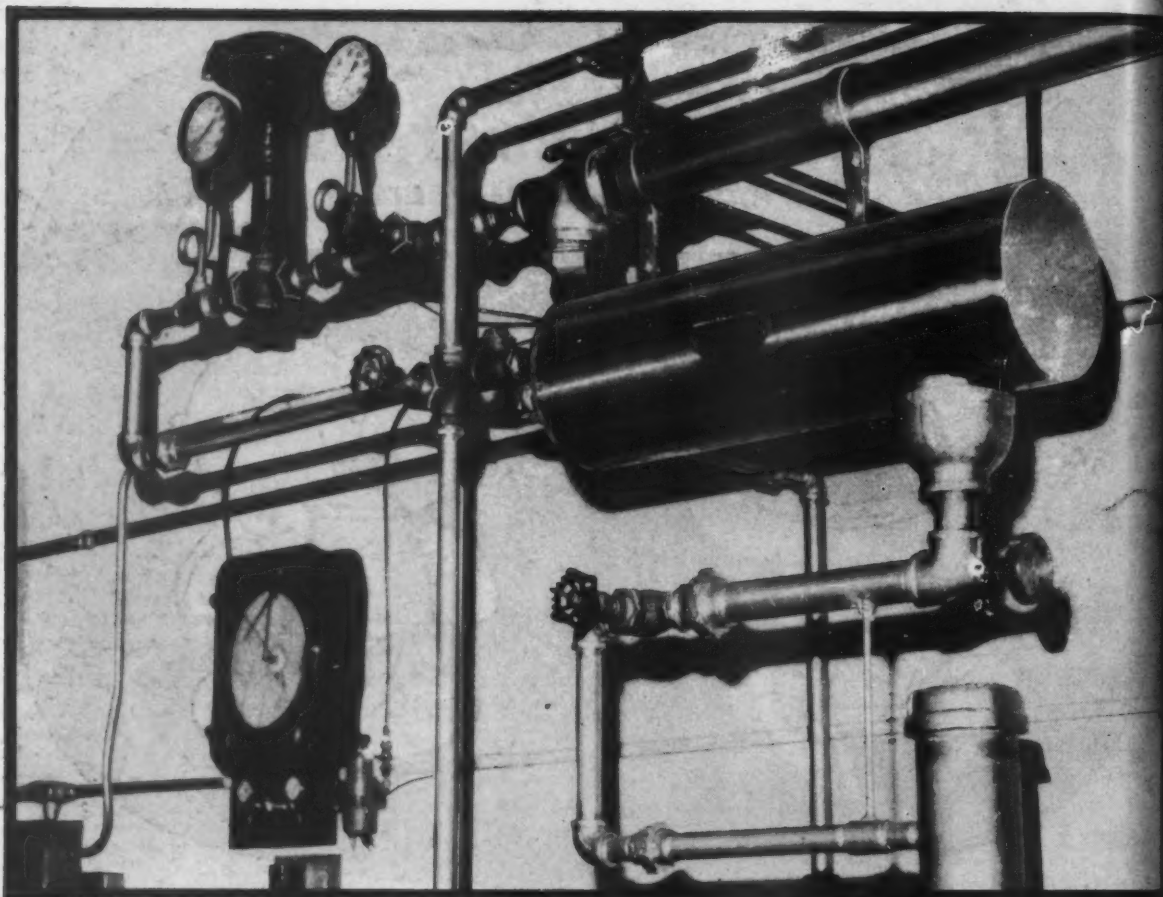


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